

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

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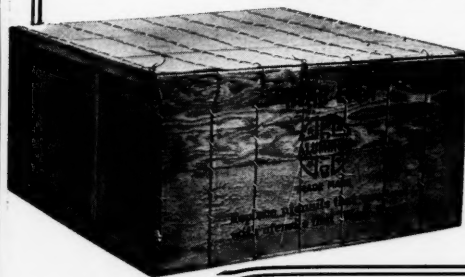
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION  
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No. 10.

## Co-operate for Better Meat Merchandising

The organization of meat councils in many cities has made possible very gratifying progress in co-operation for the better distribution, merchandising and sale of meats. This is of especial advantage to the progressive dealer in enabling him to keep his expenses in line.

With the establishment of the National Association of Meat Councils, a definite plan to carry out this proposition has been worked out. At the first meeting of the association in Chicago in January a plan was adopted to prepare a system of simple cost accounts for retail dealers, obtain installations, see that returns are kept up, institute and carry through an analysis of costs, establish an average of expenses, item by item, and revise the original system of accounts.

Since that initial meeting a great deal of work has been done to prepare the ground for the starting of such a system as outlined. At present much study is being given to the drawing up of a model system of accounts for retail meat dealers. In order to get the best system that can be devised, the following organizations in the industry are studying the problem: The National Association of Meat Councils; the United Master Butchers of America; the Institute of American Meat Packers, through its Committee on Standardized Cost Accounting, the Committee to Confer with Retail Dealers and Trade Associations, and the Bureau of Public Relations. The latter co-ordinates the work of all the others.

In addition there has been obtained the co-operation of the United States Department of Agriculture and of Director Sechrist of the Bureau of Business Research of Northwestern University. All of these organizations have expressed themselves as being enthusiastically in favor of preparing such a system of accounts to aid in economical retail distribution of meats, reducing of prices and increasing of profits.

### Analysis of Accounting Methods.

The program of operations is to investigate the whole subject of retailing meats in a practical way and to co-operate in this matter with an agency that has had experience in merchandising investigations, which in this case is the Bureau of Business Research of Northwestern University.

When a model system of accounts has been worked out the National Association of Meat Councils and each local meat council has agreed to support the system, each local council to use its best efforts to get the retailers in its community to install the system, and to see that returns on the results of the system be kept up, so that any necessary improvements can be made and progress noted.

The returns are to be carefully analyzed to see just how the system works. This will be done by sending them all in to President John T. Russell of the National Association of Meat Councils at Chicago. The names and addresses of the dealers making the returns are to be detached by President Russell and the returns given check numbers, so as to preserve secrecy as to the identity of the dealers reporting. They are then to be sent to the secretary of the association for analysis.

With experts co-operating, the returns are to be analyzed in such a way as to bring out the best merchandising information. The experience of progressive dealers in one part of the country will be put at the disposal of retailers in other parts, without identifying the dealers. An average standard of costs will be set up, by which the progressive dealer will know when his costs are out of line, and he will therefore be able to correct them and so reduce his gross margin without cutting down his net profit.

### To Stimulate Meat Consumption.

The outcome of the plan, if successful,

will be of joint benefit to producer, distributor and consumer. Lower meat prices will tend to stimulate increased consumption, thus benefitting the producer, while the distributor will benefit through more economical methods and increased net profits.

A conference was held in Chicago last week between the representatives of organizations named and those of the U. S. Department of Agriculture, and such conferences were continued this week in Washington. Prospects are for early operation of the plan suggested.

### SHOWS MEAT EATING DECREASE.

Beef consumption per capita in the United States has decreased more than 20 pounds since 1910, and the decline since 1917, the first year of the war, has been nearly 5 pounds. Except for the year 1920 the beef consumption has been steadily on the decline, according to reports compiled by the U. S. Department of Agriculture.

Pork consumption per capita has kept pretty steady. In 1907 the consumption was 74.1 pounds, and while in 1910 it had gone down to 60.3 pounds it was at 70.6 in 1912, and with some variation up and down was at 72.8 in 1921.

Mutton and lamb consumption has increased very slightly, but was only 6 pounds in 1921, which is a per capita consumption far below that of Great Britain and France. There is 7 times as much lamb and mutton per capita eaten in Great Britain, and 4 times as much in France.

A summary of per capita consumption of dressed meats and lard for the years from 1907 to 1921 is officially reported as follows:

Product.	1907.	1908.	1909.	1910.	1911.
Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
Beef .....	73.7	72.4	70.2	78.1	73.9
Veal .....	7.1	6.8	7.5	7.4	7.0
Mutton and lamb.....	6.4	6.2	6.6	6.5	7.8
Pork (excl. lard).....	74.1	85.4	68.6	60.3	75.1
Goat .....	0.1	0.1	0.1	0.2	0.1
Total meat.....	167.4	170.9	159.0	152.5	163.9
Lard .....	12.5	14.3	11.6	10.5	11.8
Total meat and lard.....	179.9	185.2	170.6	163.0	175.7
1912.	1913.	1914.	1915.	1916.	
Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	
Product.					
Beef .....	67.5	60.8	58.9	55.6	58.1
Veal .....	7.0	5.0	4.4	4.3	5.3
Mutton and lamb.....	8.2	7.5	7.5	6.4	6.2
Pork (excl. lard).....	70.6	72.5	69.9	72.0	75.7
Goat .....	0.2	0.1	0.2	0.2	0.2
Total meat .....	153.5	145.9	140.9	138.5	145.5
Lard .....	11.4	11.7	12.1	13.6	15.1
Total meat and lard.....	164.9	157.6	153.0	152.1	160.6
1917.	1918.	1919.	1920.	1921.	
Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	
Product.					
Beef .....	62.0	64.7	57.2	61.1	57.7
Veal .....	6.5	7.6	8.2	8.9	8.0
Mutton and lamb.....	4.7	4.7	5.8	5.0	6.3
Pork (excl. lard).....	58.4	60.8	67.1	68.9	72.8
Goat .....	0.2	0.1	0.1	0.1	....
Total meat.....	131.8	146.9	138.4	144.0	144.8
Lard .....	11.7	14.1	12.4	13.1	11.3
Total meat and lard.....	143.5	161.0	150.8	157.1	156.1

## Value of Sausage Campaign

Says a famous sausage manufacturer who is one of the leaders in the Chicago sausage campaign:

"If the way I am hearing from all sections of the country regarding this campaign at Chicago is any criterion, I feel that nothing THE NATIONAL PROVISIONER could publish has been of greater benefit to the industry than the publicity in connection with our sausage campaign.

"I feel that you have done a great piece of work.

OSCAR G. MAYER."



## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### EXPORT BILL OF LADING CHANGES.

Changes in the export bill of lading, doing away with a number of injustices under which exporting packers have suffered, have been agreed on and approved by the Interstate Commerce Commission. Attention was called to this matter of giving protection to our exporters in the last issue of THE NATIONAL PROVISIONER. Efforts of Vice-president Heine-mann of the Institute of American Meat Packers and Chairman Charles E. Herrick of the Institute's traffic committee appear to have had a stimulating effect.

At a conference held in Washington Saturday, March 4, between representatives of the ocean carriers, shippers and Interstate Commerce Commission, a tentative agreement was reached whereby the form of export bill of lading recently prescribed by the Interstate Commerce Commission will be changed in the following particulars:

In Part II:

1. A valuation of \$250 per package will be adopted in lieu of the \$100 proposed by the commission.

2. A new rule covering the notice to be given in case of loss, damage or delay was agreed upon, the rule providing that—

- (a) Notice of loss, etc., must be given within 30 days after removal of the goods from custody of the carrier;
- (b) That written claim must be provided within nine months after notice of the loss;
- (c) That no notice other than notation on the receipt is necessary in case of apparent damage;
- (d) That suit must be instituted within one year after the giving of notice.

3. A new clause was adopted whereby the carrier may not claim the benefit of insurance placed by the shipper.

4. A new section (No. 14, part II) was adopted. This slightly changes the wording of the commission's form but does not change the intended application of the rule.

All of these changes are regarded as beneficial to the shippers, and credit is due the United States Shipping Board for initiating the movement to have them adopted.

Following the conference the Interstate Commerce Commission amended its previous order, and the new changes will become effective July 15, 1922.

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Rate on Hogs from Kansas City.**—A finding of unreasonableness, an award of reparation, and an order to establish reasonable rates on or before April 25, have been made in No. 11589, Morris Co. vs. A. T. & S. F., Director General, et al., opinion No. 7391, 66 I. C. C., 282-4 as to rates on hogs in single-deck cars from Kansas City, Mo.-Kans., and St. Joseph, Mo., to Oklahoma City, Okla.

The complainant assailed a rate of 45.5

cents per 100 pounds, minimum 17,000 pounds, imposed on 19 single-deck carloads of hogs, shipped between August 12 and November 13, 1918, from St. Joseph, and of 139 single-deck shipments, made between July 30 and December 19, 1918, from Kansas City, all to Oklahoma City. The contention was the rates were unreasonable because they exceeded the scale prescribed in the southwestern meat investigation, 22 I. C. C., 160, plus the increases directed by General Order 28 for 343 miles, the short line distance from Kansas City to Oklahoma City.

The commission said the rates were unreasonable to the extent they exceeded 37 cents for a single line and 40.5 cents for joint line hauls, minimum 17,000 pounds. Reasonable rates and minimum weights for the future having been prescribed in Wilson & Co. vs. Director General, 62 I. C. C., 171, Chairman McChord, author of the opinion, said that they would be the reasonable rates from St. Joseph to Oklahoma City. They are not to be in excess of those from Kansas City to the same destination.

**Rates on Pulled Wool.**—The carriers, by an order in No. 10282, Swift & Co. vs. A. T. & S. F., Director General et al., opinion No. 7419, 66 I. C. C., 409-14, are required to establish rates, not later than May 29, on pulled wool, in the grease, carloads, from Chicago to points in Trunk Line and New England territories not higher than rule 26, minimum 32,000, subject to rule 34 of the governing classification. It held unreasonable for the future the third class rates, applicable to carloads with a minimum of 16,000 pounds. The complainants asked for a fourth class rating on such pulled wool in the grease in machine pressed bales, but the commission prescribed the rating before mentioned.

It held the proportional rates and minima from the Mississippi river crossings not unreasonable. It held the rates not unreasonable for the past because the rating was established, the commission said, on its suggestion. In that case the commission said wool in Official Classification territory might well take third class on a minimum of 16,000 pounds instead of second on a minimum of 10,000 pounds. The complaining packers said that that suggestion was obviously based on wool in sacks and that the commission probably was not informed concerning the large movement at that time of wool in machine pressed bales, which readily loaded in excess of 24,000 pounds per car. The commission, however, refused to act on the suggestion it was not informed on the point and prescribed rule 26 rating.

The report also embraces No. 10375, Armour & Co. vs. same et al.

### CUT AGRICULTURE APPROPRIATION.

Out of an appropriation of \$34,978,033 for the U. S. Department of Agriculture recommended by the house appropriations committee, which is \$3,710,026 less than the amount for the current fiscal year and \$1,554,835 less than the budget estimates, there are some items of special interest to packers.

For enforcement of the packers' and stockyards' act a \$410,500 appropriation is recommended, while a total of \$103,600 is carried for enforcement of the grain-futures trading act.

The bill carries \$2,578,900 for the eradication of tuberculosis in animals, \$1,728,800 for the payment of indemnities for tubercular cattle slaughtered by the government, \$547,840 for the eradication of the pink boll worm, \$20,000 to prevent the spread of the European corn borer, and \$50,000 for eradication of the foot-and-mouth disease.

### CHARGE CO-OPERATIVE BOYCOTT.

The Secretary of Agriculture has issued a formal complaint against every livestock commission firm that is a member of the St. Louis Livestock Exchange, and against the principal order buyers, dealers and traders at the St. Louis National Stockyards, about 110 in all, who, it is said, have refused to do business with independent commission companies, not members of the exchange. They are cited to appear at 10 o'clock on March 20 in the rooms of the federal court at East St. Louis, Ill., to show cause, if they can, why an order should not be issued against them, under the Packers and Stockyards Act, to "cease and desist" from the practices complained of.

This is the first formal complaint issued under the Packers and Stockyards Act, approved August 15, 1921, and its issuance is the outgrowth of a considerable amount of complaint at the St. Louis market. The St. Louis exchange officers deny there has been any boycott.

### PLAN CO-OP. COMMISSION FIRMS.

President John G. Brown and Executive Committeeman Harry G. Beale, represented the National Livestock Producers' Association in the meeting at Toledo on March 2, called for the purpose of organizing and promoting a producers' livestock co-operative marketing association on the Buffalo market. Producers' organizations represented were the Michigan State Farm Bureau, the Michigan Livestock Exchange, the Ohio Farm Bureau Federation, the Ohio Livestock Shippers' Association and the Indiana Federation of Farmers' Associations.

The conference resulted in the appointment of S. W. Doty of Ohio, W. H. Settle of Indiana, and E. E. Compson of Michigan as a committee to visit the Buffalo stockyards on March 7 and make a detailed investigation of the possibilities for a farmers' co-operative commission company and report to the executive committee of the National Livestock Producers' Association.

F. M. Simpson, new director of livestock marketing for the Illinois Agricultural Association, has been granted a leave of absence in order to assist the National Livestock Producers' Association in establishing the farmer owned and controlled commission companies. He will at once begin work on the establishment of the producers' commission association at Chicago. From the Toledo meeting he went to Buffalo to investigate the possibilities at that yards. Other co-operative commission associations are planned for Cleveland and Pittsburgh.

### NEW FREIGHT COMMITTEE HEAD.

R. C. Dearborn, formerly traffic manager of the Pacific Fruit Express Company, Chicago, has been appointed chairman of the National Perishable Freight Committee. Mr. Dearborn took up his new duties on March 1, succeeding Chairman E. S. Briggs, who resigned to accept a very important position in the traffic world as secretary and manager of the American Fruit & Vegetable Shippers' Association.



## Working to Increase Meat Consumption

The present situation of the packing industry, the decreased consumption of meat, the reasons for it and its effect on the packer, and the methods being used by the Institute of American Meat Packers to spread the true facts about meat as a food, and the importance of the great packing centers like Omaha in the industrial life of the country were among the topics dwelt upon in an address by Vice-president C. B. Heinemann of the Institute of American Meat Packers, delivered recently before the Advertising-Selling League of Omaha, Nebr.

After stating some interesting facts about the size of the industry Vice-president Heinemann took up the conditions through which the packing industry has just passed. In answer to the question, "Where are we?" Mr. Heinemann points out that in his opinion "we are in the position of a man recovering consciousness, strength and activity after having suffered a terrific blow. Heretofore, we have been plastered so flat to the middle of the scene of the accident that we have been unable to get a good perspective on our situation."

The industry was hit by the war which threw it out of balance. As to why it hit the packing business, the reply is, according to Mr. Heinemann, that, of course, a fat man can't run down a hill as fast as a thin man can run up a hill—not even when it's the same hill and the same man.

The depression hit meats "before the general herd of prices began stampeding toward the precipice. In other words, the wholesale prices of meats and livestock began to go down before the general decline in commodity prices set in."

"As early as the fall of 1919, hogs and pork broke badly. Meats placed in cure when made from higher priced hogs had to be sold on a new and lower market. Thus the value of packers' inventories was automatically decreased by millions of dollars. One packing company had admitted publicly that it lost \$10,000,000 in six weeks because of the 1919 slump in hog and pork values. So far as meats were concerned, the stocks of goods in packing centers were greatly reduced in value."

The recent depression hit the industry in the inventory, the domestic trade and the export trade. In this connection Mr. Heinemann makes the following statement:

### Export Trade Decrease.

"We were talking a moment ago about the last part of 1919, when we got hit. Consider that year as a whole. In it we exported practically 3,000,000,000 pounds of meat products, worth approximately \$940,000,000. In 1920 we exported less than 1,730,000,000 pounds of meat products, valued at less than \$415,000,000. According to official figures, the decrease in our export trade during this one year amounted to 1,270,000,000 pounds, or a decrease of \$526,013,456. Figuring this loss at 85 cents out of each dollar to the producer, you will see one reason why the American farmer has less money to spend. It means a reduction in the income of the producer of hundreds of millions."

"Now let us examine in this connection also the facts in relation to the exports of beef. In the year 1918 we exported 728,000,000 pounds of beef. In the year 1919 this volume had decreased to 314,000,000, or a decrease of 57 per cent. In the year 1920 we exported only 164,000,000, which was a decrease of 78 per cent from the year 1918. These figures are from the

statistics of the Bureau of Animal Industry. During 1920 exports of beef were less by 150,000,000 pounds than in 1919, and less by 584,000,000 than in 1918. The decrease in the year 1919 was equivalent to approximately 300,000 cattle, as compared with 1918. The decrease in 1920, as compared with 1918, was equivalent to approximately 1,128,000 head of cattle.

Pork exports declined 1,121,000,000 pounds during 1920, as compared with 1919. This poundage is equivalent to approximately 7,000,000 hogs.

"The export figures for last year recently became available. Exports of all meats and their products during the calendar year 1921 reached a total of 1,945,660,210 pounds, worth \$297,155,180, as compared with 1,883,389,053 pounds worth \$462,500,064 in the year 1920, an increase of 3 per cent in quantity but a decrease of 36 per cent in value during one year. That decrease in the value of meat sold to Britons, Germans, Scandinavians and other peoples not only reflects the tremendous declines which have occurred in wholesale meat prices, but also means that you men sold less goods or accepted lower prices for them, since commodity prices, like businesses themselves, are inter-dependent."

### The Quotation Slump.

"Besides walloping us in the export, our trouble also hit us in the quotation. I refer to wholesale meat prices at home. These prices show tremendous declines from the higher levels formerly prevailing. Carcass beef at one time and another within the last four or five months has been selling, at an average, somewhere around the levels prevailing in 1914. This has no application, however, to any particular cut of meat, but to the proceeds from carcass beef as a whole, and of various grades."

"Hides and other by-products also have slumped. They not only hit the bottom; they broke through it, and there have been times when pre-war values for certain by-products would have been welcomed by the packer instead of the prices he has been getting on occasions."

Driving home in forceful fashion the great decrease in meat consumption that has taken place, a decrease from 79.2

pounds per capita in 1900 to 61.1 in 1920, or 24.4 pounds in two decades, Mr. Heinemann pointed out that this meant a consumer demand loss to the packer and a packer demand loss to the livestock producer of more than 2,500,000,000 pounds of meat. In other words, "if the average American had eaten as much beef in 1920 as he did in 1910, there would have been a consumer demand last year for more than two billion pounds of beef over the quantity actually consumed in 1920. To fill that extra potential demand, nearly four million head of additional cattle would have been required."

### Less Consumption Less Profit.

In this connection Mr. Heinemann continued as follows:

"Would not such a demand have strengthened the position of the producer? Of course, it would. Decreased consumption of meat means a smaller market for livestock, and that in turn means decreased livestock production. Since livestock production is essential to effective agriculture, and since agriculture in general is essential to industrial prosperity, you can see that the subject holds interest for you."

"Relative to population, livestock production has decreased. During the period 1900 to 1920 the population of the United States increased from 75,450,955 to 105,710,620, or approximately 40 per cent; and during the same period the production of dressed meat increased only from 16,275,616,000 pounds to 17,987,000,000 pounds, or less than 10 per cent. In other words, production per capita decreased from 215.1 pounds to 170.1 pounds."

(Continued on page 37)

### EDUCATING HOUSEWIVES ON MEAT.

"Meat," is the title, brief and to the point, of an attractive pamphlet issued by the Bureau of Public Relations of the Institute of American Meat Packers. It starts off by discussing the value of meat, its richness in necessary minerals, the fact that there is no substitute, and its first place in any diet.

Then it gives a wealth of recipes, economical and palatable. Taking up the inexpensive cuts, there are ways shown of preparing dishes from the brisket, the chuck, the flank, the plate, the round, the shank and other cuts. To make the booklet still more practical, sample menus of complete meals are given.

One of the most valuable parts of the discussion in educating the average housewife on meat is the explanation of the various beef cuts and how they may be used. And to bring home the relative economy and chemical composition of the various wholesale cuts the following table, based upon figures issued by the U. S. Department of Agriculture is given:

	Wholesale cut.	Pct. of edible meat per lb.*	Cost of 1 lb. of edible meat.	Pct. of protein per lb. of edible meat.	Calories per lb. of edible meat.
Fore shank	.04	91.7	.05½	21.4	740
Hind shank	.03	44.6	.07	21.7	770
Neck	.05	68.8	.07	20.7	920
Flank	.08	94.5	.08½	19.6	1,255
Plate	.06	86.2	.07½	16.8	1,450
Shoulder clod	.15	82.6	.18	20.	865
Chuck, No. 1					
steer	.10	82.7	.12	19.2	1,005
Rump	.17	81.	.21	18.7	1,325
Round, No. 1					
steer	.14	91.5	.15	20.9	825
Rib, No. 1 steer	.21	79.9	.26	17.8	1,370
Loin, No. 1					
steer	.30	86.7	.34	19.	1,155

\*Average prices prevailing at time table was prepared; not to be considered as representative of present market.

## Overtime for Inspectors

Congressman Haugen has introduced a bill in the House (H. R. 10672) designed to do away with the practice of requiring packers to pay overtime to government inspectors located at their plants. The bill was introduced March 1, 1922, referred to the Committee on Agriculture, and reported out by that Committee March 3.

In its report, the Committee cites the fact that during the war it was necessary frequently to require day and night operation of packing plants, and that the proviso was adopted as an emergency war measure; that the restoration of normal conditions seemingly justifies the discontinuance of the practice; and that there is no more justification for packers paying the overtime than there would be for paying the entire cost of inspection.

Secretary Wallace concurs in the suggestion that the bill be passed. If Congress accepts the report it will remedy a condition that has resulted in much trouble and many abuses.

## Industrial Relations

Under this heading will appear from week to week interesting information concerning the relations of employer and employee in the meat packing industry. The Committee on Industrial Relations of the Institute of American Meat Packers is actively at work in this field, and will be glad to receive suggestions or inquiries from packers and others. Communications should be addressed to the Institute at 22 West Monroe St., Chicago, Ill.

### DOLD EMPLOYEES' RELATIONS PLAN.

As a democratic way of bringing workers and management together as man to man for the good of all, the Jacob Dold Packing Company's Dold-Quality 50-50 Club, planned many years ago and organized several years back, in April, 1918, by President J. C. Dold and General Manager J. J. Cuff, has proved itself one of the most successful among the many different industrial relations plans in vogue among packers.

Since its inception, The Dold Booster, the club magazine, states that it has resulted in voluntarily adjusting wages several times in keeping with the high cost of living, declaring profit-sharing bonuses since the year 1910, and during the period of high costs of living declaring special bonuses in addition thereto; in human and cordial interest in employees at and during all occasions; in pleasant working conditions and substantial and genuine welfare accommodations; in the erection of a welfare building, fully equipped, for free use and enjoyment of members; social entertainments, first aid, sick and death benefits.

On the part of the employee it has brought about loyalty in keeping up production of Dold quality; confidence in the employer sufficient to prevent disloyal agitation during the war; a patriotic spirit in office clerks, executives, foremen and house clerks in responding to appeals to assist labor shortage, and the co-operative spirit in which labor accepted the assistance to produce products for the army and

navy in the war; the contribution of over \$5,000 to war camp activities, and the voluntary contribution of employees of over \$300,000 in subscriptions to the four Liberty Loan drives; and in all employees during the year 1921, when conditions were bad, adopting resolutions unanimously recommending a 10 per cent cut in salaries and wages all along the line, which was put into effect from the president down.

### Plan of the Organization.

The basic idea of the club plan is that out of 100 per cent, 50 per cent is owed to the employer by the worker, and 50 per cent to the worker by the employer. The club is, therefore, open to all. The dues for membership in the club are 50 cents to join, including the first month's dues, and 25 cents per member per month thereafter, to which the Jacob Dold Packing Co. agrees to pay an equal amount to the 50-50 treasury, on a 50-50 basis, this money to be used for monthly entertainment for members, for dances, musicals, smokers, etc., as approved and handled by the chairman of the entertainment committee.



J. J. CUFF, Gen. Supt.,  
President of the Dold 50-50 Club.

Each member is given a card containing ten rules, five of which apply to the employer and five to the employee. These rules governing the Dold-Quality 50-50 Club are as follows:

#### 50 TO EMPLOYEE.

1. Jacob Dold Packing Co. will remunerate for services rendered equal to standard wages paid by packinghouses in this community.
2. The manager and superintendent will personally interest themselves in the wel-

fare of employees and assist worthy effort with just compensation.

3. Any occasion arising where employee can attain a more lucrative position than we can offer, will assist such employees with letters of reference in accord with record.

4. All privileges of such buildings or equipment for employees' welfare are to be used free of charge by members.

5. Our motto will be as in the past: "To Make Dold-Quality Employees Happy."

#### 50 TO THE EMPLOYER.

1. I will take personal interest in the careful, conscientious and efficient discharge of the duties of my position.

2. I will co-operate with my superiors and fellow workmen to gain efficient results for Dold-Quality.

3. I will at all times extend my best effort to give value received.

4. I will present my grievance of any nature to my foreman and if necessary use my right of appeal to manager or superintendent to get proper adjustment.

5. I pledge on my honor not to become a member of any organization, society or body of men that will cause in any way violation of these rules.

And further pledge my loyalty to the Constitution of the United States.

In becoming a member of the Dold-Quality 50-50 Club each one makes the 50-50 pledge as follows:

"I solemnly pledge as long as I am in the employ of the Jacob Dold Packing Co. and a member of the Dold-Quality 50-50 Club—

"To protect the interests of Dold-Quality and my fellow members in all that is square and honorable;

"To assist all in authority to preserve law and order in the city and community in which we live;

"I do further pledge myself to protect the interests of my employer and fellow employees and the Constitution and By-Laws of the United States, and promise not to join any organization or body of men that will interfere with my faithful performance of this pledge."

In addition to the regularly elected officers, a shop committee is elected by the employees in their respective departments, one shop committeeman to represent each twenty employees or less so that all departments will have representation.

The shop committee elects a jury of six to act with a like number of six appointed by the employer with the president of the club acting as chairman and any disputes presented by shop committee to the jury will be discussed in open meeting and before all members present; the object and aim at all times to be fair and impartial to employer and employee.

#### How the Plan Started.

The Dold-Quality 50-50 Club idea had its inception years ago. When J. C. Dold assumed the presidency of the Jacob Dold Packing Co. his first step was to foster better working conditions and closer relationship and understanding between employer and employee. In this work J. J. Cuff, who had joined the company as superintendent in 1907, was an enthusiastic promoter, and much of the success of the plan is due to his efforts.

As far back as 1908 the Dold Athletic Club was organized with Mr. Cuff as president. The Dold Booster goes on to say:

"Mr. J. C. Dold immediately had a building equipped with all the necessary athletic installations for a first class club, shower baths, piano, etc. The club ran an annual ball each year, and also put a crack semi-pro baseball team into the field, defeating practically all of Buffalo's best teams and those of western New York."

#### Mutual Protective Association.

The Dold Athletic Club having served as the basis of promoting welfare interest among employees, the growth of the Jacob Dold Packing Co. and Mr. J. C. Dold's constant aim to improve conditions made it necessary for more extensive plans, and

(Continued on page 36.)



JOINT MONTHLY MEETING—DOLD-QUALITY 50-50 CLUB & DOLD-QUALITY EMPLOYEES M.P. ASSN. FEB. 15, 1921.

THE DOLD PLAN GIVES EVERY EMPLOYEE AN OPPORTUNITY TO SPEAK UP.

# NEVER IN THE HISTORY OF THE MEAT PACKING INDUSTRY—

## Contents

The PACKER'S ENCYCLOPEDIA describes and illustrates the progress of the animal from the range to the retail counter—breeds, grades and classes, details of slaughtering operations, with scores of illustrations.

It covers fully the disposal of by-products, hides, the making of lard, oleo, greases, curing, cuts, tallow, tankage and blood, etc. The chapter on sausage making has hundreds of sausage recipes.

It covers packinghouse chemistry and cost accounting and furnishes a variety of information which has long been wanted by many packers. It explains refrigeration as applied to the packinghouse industry.

The Statistical Section covers facts which are in daily demand by every modern packinghouse executive. They are in chart and table form, and show production and consumption, stocks on hand, and the various ranges of prices over a period of years.

A detailed Trade Directory of packinghouse plants is also published—for the first time in the history of the industry. It shows the location, officers, and other details about packing plants in the United States and foreign countries.

Detailed lists of brokers, order buyers, wholesale sausage makers, wholesale meat dealers, and other allied industries are published, which cannot fail to be a great trade stimulator.

has an attempt been made to publish a book such as the PACKER'S ENCYCLOPEDIA, which covers practically every phase of meat packing operations.

A glance at the table of contents of the book will convince anyone in the packing industry of the value of such a book on the packer's desk—or on the desk of anyone directly or indirectly affiliated with this industry.

On account of the limited edition to be printed the early placing of orders is suggested.

The price of this BLUE BOOK OF THE AMERICAN MEAT PACKING AND ALLIED INDUSTRIES is \$12.00, postpaid, in the United States and \$12.25 for foreign countries.

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**THE NATIONAL PROVISIONER**  
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## TRADE GLEANINGS

The slaughterhouse of Fred and William Dahs, Kimball, O., was recently destroyed with a loss of \$18,000.

I. Oscherwitz & Sons, Cincinnati, O., are planning an addition to their sausage factory at 559 West Sixth street.

The E. H. Group & Co., Dunkirk, N. Y., recently sustained a loss to their sausage factory by fire of about \$5,000.

C. Swanston & Son, Inc., Sacramento, Cal., are going to erect an addition to their plant which will cost about \$40,000.

Ahrens & Schomberg, Brenham, Tex., have bought the Kessling plant and are making alterations after which they will carry on meat packing operations.

The Nagle Packing Co., Paducah, O., was recently incorporated with a capital of \$10,000, the incorporators being G. A. Nagle, R. W. McKinney and E. T. Alexander.

The Virden Packing Co. has bought the plant of the Western Canning Co. at Emeryville, Cal., not the plant of the Western Meat Co., as was erroneously reported.

The State Packing Co., Nashville, Tenn., will be organized shortly with a capital of \$25,000, the incorporators being M. G. Coles, S. I. Carson, A. L. Hawkins, E. L. Coles and Homer Hudson.

The Wyoming Packing Co., Cheyenne, Wyo., has secured a new site and will start work on the construction of a new packing plant this summer, according to President F. E. Smith. Until the new plant is completed the company expects to supply its Cheyenne customers from Laramie, where it is negotiating for the use of a packing house.

Plans for forming a new corporation to take over the old company and ways to pay off the indebtedness of the Illinois Farmers Packing Co., Ottawa, Ill., were discussed at a recent meeting of stockholders. A committee to consider the matter includes Charles S. Robinson, Dimmick; Joseph Thompson, Harding; Dan Thompson, Ottawa; Eva Nawa, Peru; Jas. Mitchell, Utica, and Michael Conness, Streator.

The Cudahy Packing Co. has sold an additional \$3,000,000 first mortgage 5 per cent bonds, a part of the authorized issue of \$12,000,000 dated December 1, 1916, and maturing December 1, 1946. There were

\$7,649,500 outstanding, and current sales close mortgage. It is understood proceeds will increase working capital. The company must maintain net quick assets equal to amount of bonds outstanding, and make sinking fund of \$325,000 annually. Bonds are being offered by a Chicago syndicate at 88 and interest.

The Virden Packing Co., San Francisco, Cal., at its recent annual meeting elected the following officers: Charles E. Virden, president; J. C. Good, vice-president; James T. Doyle, vice-president; A. W. Virden, vice-president; H. G. Brown, treasurer; F. F. Watkinson, treasurer; George A. Ticoulet, general auditor and assistant treasurer; C. E. Holloway and T. O'Leary, assistant secretaries; F. E. Laney, general manager of canning operations. Mr. Brown succeeds J. M. Henderson, Jr., as treasurer of the company. The following were elected members of the board of directors: Charles E. Virden, Sacramento; J. C. Good, South San Francisco; J. W. Eager, Marysville; James T. Doyle, Marysville; Charles F. Silva, Sacramento; F. F. Atkinson, Sacramento; A. W. Virden, San Francisco; H. G. Brown, Dixon; J. H. Glide, Sacramento.

### NOT FOR OPEN PRICE ASS'N.

The U. S. Department of Commerce "does not find a basis of co-operation with the so-called open price association and never has," according to a recent statement of Secretary Hoover.

The Secretary made this statement, he explained, because of the confusion which has arisen through a misunderstanding of correspondence between the Department of Commerce and the Attorney General which had been construed to mean "the removal of the lid on operations of the open price associations."

Mr. Hoover states the matter as follows:

"The Department of Commerce recently propounded some questions to the Department of Justice as to the particular character of trade associations with which the department could rightly continue to co-operate in statistical and other matters of commercial advancement.

"Some misunderstanding has apparently grown up over the correspondence involved. The Department of Commerce makes no interpretation of the Sherman act. It does not have to decide in what sort of association work it can rightly co-operate."

### CUDAHY SUPERINTENDENT DIES.

John G. Irwin, superintendent of the Sioux City plant of the Cudahy Packing Company, died recently at his home in Sioux City, Iowa. He had 40 years of experience in packinghouse operation during which time he became one of the most efficient packinghouse executives in the country.

Previous to joining the Cudahy organization for a time he was in Chicago, and then in Omaha. In 1895 Mr. Irwin became a beef house manager of the Cudahy Packing Company in Chicago. Later, in 1898, he went to Sioux City as superintendent of loading. Six years later he was transferred to Kansas City as assistant plant superintendent. He was retained in this position until 1912, when he was transferred to the Wichita, Kans., plant as superintendent. He returned to Sioux City in August, 1919, to take the post of plant superintendent.

The successor of Mr. Irwin at Sioux City is A. E. Mills, who was transferred from Wichita, Kans., bringing another capable executive to this important position.

### MEAT INSPECTION CHANGES.

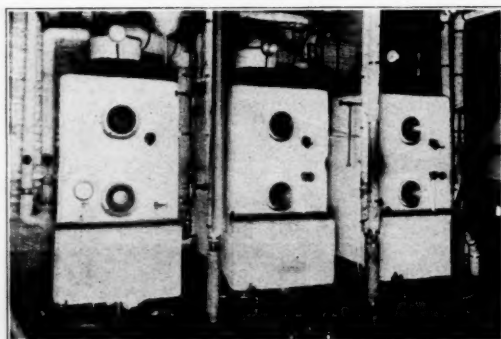
Recent changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspections Inaugurated: Schaffner Brothers Co., Fifteenth street, between Ash and Wayne street, Erie Pa. (conducts slaughtering); the Glidden Nut Butter Co., 2654-2670 Elston avenue, Chicago, Ill.; La Vencedora Co., 414 Central avenue, Dubuque, Iowa; Sidney Siegel 1141-1145 West Forty-seventh street, Chicago, Ill.; Roma Provision Co. (Inc.), 132-138 King street, New York, N. Y.; the Great Atlantic & Pacific Tea Co. (Inc.), 32 Terminal Way, Pittsburgh, Pa.

Meat Inspection Withdrawn: George G. Carr, West Newbury, Mass. (conducts slaughtering); Noah Siegel, Chicago, Ill.; Rogers Packing Co., Chicago, Ill.; the Kroger Grocery & Baking Co., Cincinnati, O.; Metzger Bros., New York.

### ANTON STOLLE'S PRIZE PORKER.

Anton Stolle & Sons of Richmond, Ind., have sent to their customers and friends a very novel display advertisement card for use in shop window dressing. The feature of this attractive sign, which is a cut-out stand-up card, is a good-natured porker greeting the passerby with a smile as he proudly draws attention to a fan on which is a legend telling of the fine qualities of Stolle's Rose brand.



**Our Engineering Department  
is at your service**

## ALWAYS THINK OF EVAPORATORS AS AN ECONOMY INSTEAD OF AN EXPENSE

The endorsement of our ideas on construction and design by such companies as Swift, Armour, Cudahy, Wilson, Morris, and many other packers and the number of repeat orders from these people, is proof enough why our equipment has been adopted as

### "THE STANDARD"

in packing house recovery processes.

The above is a Swenson Triple Effect Tankwater installation in one of the smaller packing houses in Chicago. We build evaporators in Single and Multiple effect for tankwater, beef extract and glue in capacities ranging from two hundred gallons per hour to any size needed.

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## THE NATIONAL PROVISIONER Chicago and New York

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ence.

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New York City.

## Packers and Cattle Prices

Have cattle prices hit bottom? is a question asked by a livestock contem-  
porary. The packer is interested in this  
in two ways. First, he is glad of a sign  
as to which direction cattle prices are go-  
ing to take in the future. A reasonable  
view of this gives him a sound basis to  
work on in the long run. Second, a dis-  
cussion of this question reveals certain  
regularly recurring swings or cycles in  
cattle prices, which have been in opera-  
tion for more than half a century, and  
which indicate a fundamental economic  
law regulating these changes in price.

A careful study by students of the mat-  
ter has brought out the striking fact that  
for the last 50 years, in spite of drouths,  
business and financial depressions and  
panic, there has been an even, steady ten-  
dency for cattle prices to rise for about  
7 years, and then to fall for about 7 years.  
Starting with a low point in 1876, cattle  
prices rose to a high point in 1885, that is  
for nine years, after which they receded  
from the high point to a low point in 1892,  
in 7 years. Prices moved up from the  
1892 level to a new high in 1900, some 8  
years, but in accordance with the law of  
the cycle cattle prices went from the  
high of 1900 to a low in 1908. Again the  
swing upward set in, and by 1915, a high  
point was reached, followed in turn by a  
reaction until 1922.

If this natural fundamental cycle were  
appreciated it might aid in an under-  
standing of what determines the changes  
in cattle prices to which everyone is sub-  
ject. If enough livestock producers know  
this it might make it possible to slowly  
overcome these present swings to some  
extent in the future by more careful  
breeding and more regular marketing.  
In this latter direction the meat indus-  
try has begun by the establishment of the  
National Livestock and Meat Board.

As things stand now, from the data on  
hand the prospect is that with only 380  
cattle per thousand people at the present  
time, cattle prices are at the bottom, and  
are about to start on the upward swing  
for several years. For until there is a  
great deal more education carried on  
among the meat producers and others as  
to the real causes underlying cattle  
price trends it is likely that cattle pro-  
duction and prices will be subject to  
these 7-year swings. And the number  
is seven simply because that number of  
years is necessary after the meat pro-  
ducers have been encouraged by high  
prices to extend production, for the in-  
crease to affect the market greatly.

## Supreme Court for Equal Rates

The Supreme Court of the United States  
has recently handed down a decision in  
the Wisconsin railroad rate case which  
is epoch making. Its significance is all  
the greater because the decision read by  
Chief Justice Taft was a unanimous one.  
It has strengthened the powers of the  
federal government by this addition to  
the body of doctrines and principles de-  
veloped for the control of railroad rates  
and transportation. It promises equal  
treatment for all, and as such will be of  
interest to packers:

The question was this: Has Congress  
authority to regulate intrastate rates  
where such regulation is deemed nec-  
essary to prevent discrimination against in-  
terstate commerce, and can it delegate  
this power to its agent, the Interstate  
Commerce Commission?

Never before had the Supreme Court  
been called upon to deal with this issue at  
close quarters. But under the Esch-Cum-  
mins transportation act the question came  
up inevitably. For, as packers are aware  
the Interstate Commerce Commission had  
to order increases in State passenger and  
freight rates where they were lower than  
competitive interstate rates and therefore  
burdened and hampered commerce among  
the States. Naturally the jurisdiction of  
the Commission and even of Congress was  
called in question by State Commissions  
and officials.

In this decision Chief Justice Taft said:

"Commerce is a unit and does not re-  
gard State lines, and while under the Con-  
stitution interstate and intrastate com-  
merce are ordinarily subject to regula-  
tion by different sovereignties, yet when  
they are so mingled together that the  
supreme authority, the nation, can not  
exercise complete effective control over  
interstate commerce without incidental  
regulation of intrastate, such incidental  
regulation is not an invasion of State au-  
thority or a violation of the proviso."

Therefore the Supreme Court ruled that  
Congress has the power to order State  
rates to be brought to the level of inter-  
state rates where the two classes of rates  
conflict and the result is unfair discrim-  
ination against interstate commerce. And  
Congress can as a consequence delegate  
this power to the commission it has cre-  
ated to carry out its mandates in the  
sphere of transportation.

The effect of the decision will be to  
infuse a feeling of confidence. The rail-  
roads will have a greater sense of stabil-  
ity, the country will escape being penal-  
ized by a few States, and, finally, there is  
in this decision an expression of fairness  
that will indicate to shippers that their  
just demands as in the case of packing-  
house products will be granted.

# PRACTICAL POINTS FOR THE TRADE

## EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises P. J. Gardner, chairman, Swift & Company; Myrick D. Harding, Armour & Company; W. B. Farris, Morris & Company; S. C. Frazee, Wilson & Company; John Robertson, Miller & Hart; Arthur Cushman, Allied Packers, Inc., and James E. Gallagher, Guggenheim Bros., all of Chicago; Geo. M. Foster, John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

## RETAILER'S COLD STORAGE ROOM.

A subscriber in Indiana writes as follows:

Editor The National Provisioner:

I am contemplating the installation of a cold storage room in the basement of my retail market and I would appreciate some advice on the insulation of it. Following is the description of the room: Length 24 ft., width 17 ft., height 7 ft. Please advise me as to the insulation I should use, particularly as to the thickness of cork board on the walls and ceiling and the thickness of cork necessary on the floor. At the present time I have a 3-inch cement floor.

I will also install a refrigerating machine and would like to know the kind of system to install.

Would mineral board be as good insulation as cork in a basement?

In reply to this question the Committee on Packinghouse Practice says:

The information is rather meager as no description of the building is given, but, assuming the walls are made of 12-inch brick, and also assuming a required temperature in the cooler of 30 degrees F. and an average outside temperature of 70 degrees F., we would suggest the following insulation be required:

Two 2-inch layers of cork board on the walls and ceiling.

Two 2-inch layers of cork laid in pitch on the present concrete floor with new waterproof floor laid on top.

We believe the ammonia compression system, with direct expansion in cooler, is the best system for this service. Mineral board would not be as good insulation as cork board.

On this subject a leading packinghouse architect writes:

Assuming that the cold storage room will be carried at 32 deg. Fahr. or above, we would place 4 inches, that is, two layers of 2-inch cork board on the floor and finish over with 3 inches of 1:2:4 mixture of concrete, reinforced with heavy chicken wire.

For the four walls we would erect two layers of 2-inch cork board, 4 inches in all. The first layer should be put up against the brick walls in cement mortar, and the second layer in hot asphalt and securely fastened to the first layer of cork board with 5-inch hickory skewers, driven diagonally into the cork. We would finish the walls with two coats of Portland cement plaster, troweled to a smooth, even surface.

For the ceiling we would use 5 inches of cork board, that is, one layer of 3-inch and one layer of 2-inch. If the ceiling is of concrete we would apply the cork with Portland cement mortar. If the ceiling is of wood we would nail the cork to the sheathing with galvanized barbed wire nails, using a large head nail which will hold the cork in position. The finish surface of the cork should be plastered the same as the walls.

For refrigeration we would install a small automatic machine, working on direct expansion and put in 1½-inch pipe coils on the ceiling and half way down along the side walls, as the ceiling height is too low for all of the pipe on the ceiling.

We would not use mineral wool boards under any condition. Cork is so low in price at present that anyone can well afford to pay the slight increase in cost of cork over any other material. Cork has proven its value as an insulating material. If properly put up it will last indefinitely and will give as near 100 per cent insulation as is possible to get.

## RULES FOR SHIPPING POULTRY.

A set of ten rules to enable shippers of poultry to obtain top prices has been compiled by a Pacific poultry handler and is as follows:

1. Do not feed for 24 hours before killing.
  2. Remove all feathers except a few on the neck; this means pin feathers also.
  3. Hang by the legs in a cool place until cooled off.
  4. Wrap the heads in clean paper. Remember packages in transit receive rough treatment. This is where many birds get skin bruises, especially along the neck.
  5. Roll each bird in an old newspaper.
  6. Pack them solid.
  7. Follow your dealer's advice regarding dates of shipment, etc.
  8. It is better to have your birds arrive a day too early instead of a day too late.
  9. Mark your name and that of the dealer plainly.
  10. Notify the dealer as to the number of birds and the weight shipped.
- Appearances count. Top price birds must be top quality birds. Proper dressing gives that distinctive appearance which always attracts the buyers' notice.

## HOG LIVER TANKAGE YIELDS.

The following inquiry has been received from a Middle West packer:

Editor, The National Provisioner:

We are desirous of obtaining some information as to the yield of hog livers in tankage. We should like to have the percentage of yield in tankage shown by several tests. In other words, we want the per cent of ground dry tankage made by testing hog livers alone.

We should appreciate also getting the percentage of yield from neck bones and some information as to whether or not it is a paying proposition to tank neck bones, considering the present price of lard, neck bones and tankage.

To this question the Committee on Packinghouse Practice replies as follows:

Hog livers will yield:

Yellow grease, approximately 2.5%  
Commercial tankage, 18.5%  
Units ammonia, 14.5  
Units bone phosphate, 3.5  
Concentrated tankage, 8.0%  
Units ammonia, 18.0

Neck bones will yield:

P. S. lard, approximately 14.0%  
Bone tankage, 21.0%  
Units ammonia, 5.0  
Units bone phosphate, 48.0  
Concentrated tankage, 10.4%  
Units ammonia, 15.0

As to the question whether it is a paying proposition to tank neck bones, this is entirely a matter of market prices for the different products.

## BRINE FOR GOOD CORNED BEEF.

A subscriber has made the following inquiry:

Editor The National Provisioner:

We should appreciate some information as to a good formula to use for making brine for high grade corned beef.

To this inquiry the Committee on Packinghouse Practice replies as follows:

We believe that brine anywhere from 75 to 90 degrees strong, to which an ounce of saltpetre or nitrate of soda per gallon has been added would be satisfactory. If desired a little sugar may also be added.

## FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country.	Monetary unit.	Par value in U. S. money.	Value on March 9.
Austria—Krone	.....	\$ .203	.0002
Belgium—Franc	.....	.193	.0486
Czecho-Slovakia—Krone	.....	.....	.0165
Denmark—Krone	.....	.268	.2106
Finland—Finnmark	.....	.193	.0203
France—Franc	.....	.193	.0893
Germany—Mark	.....	.238	.0041
Greece—Drachma	.....	.193	1.0435
Italy—Lira	.....	.193	.0504
Japan—Yen	.....	.498	.4750
Jugo-Slavia—Krone	.....	.....	.0035
Netherlands—Florin	.....	.402	.3785
Norway—Krone	.....	.208	.1815
Poland—Polish Mark	.....	.....	.0002½
Roumania—Leu	.....	.193	.0075
Russia—Rouble	.....	.515	.....
Servia—Dinar	.....	.193	.0136
Spain—Peseta	.....	.93	.1375
Sweden—Krona	.....	.208	.2610
Switzerland—Franc	.....	.193	.1942
Turkey—Turkish Pound	.....	4.40	.....

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices React—Realizing General Support Lacking—Hog Movement Liberal—Hog Prices Relatively Steady.

There has been a distinct change in tone of the provision and lard market and a sharp reaction in values, after an enormous advance. Whether the reactionary movement is more than reactionary is rather a difficult problem. The advance from the low point of the season has been very wide. Ribs sold in November at \$6.95 and on the price made at the close of last week the quotation was nearly 5c a pound up from that figure.

Lard sold in the late fall as low as \$8.17 and has advanced 4c a pound, while hogs which sold as low as about \$6.90 for top hogs, have advanced to \$11.35.

This advance in the hog market has not brought the movement of hogs which many expected, and, contrary to expectations, there has not been the ordinary winter accumulation of products. Last reports of product stocks in cold storage were approximately 500,000,000 lbs. less than for the corresponding time the last five years, and the results of the packing during the month of February are not expected to radically change this general relation.

### Question as to Future Prices.

The proposition before the trade now is, Can the price of products be maintained at the current levels, and will the movement of hogs be stimulated sufficiently by the higher price to mean any improvement in live stock movement which will pile up stocks of product in a burdensome manner?

The surface answer to this proposition would seemingly be no, as the smaller movement of hogs which annually comes after the winter season would appear to be a factor which would be difficult to offset. On the other hand, the high price for product may have some effect on distribution, but it is not yet certain as to whether the demand will be decreased, or the movement of hogs increased in a burdensome way.

If there is the average demand for product from this time forward, stocks of product before the late fall hog movement begins might be reduced to a dangerously low level. On the other hand, it is possible that the movement of hogs may be stimulated so that there will be more than the usual spring run and, on account of the feeding relation, the production of hogs may be stimulated so that the fall movement will be heavy enough to more than offset any demand likely to develop during the summer and fall periods.

The situation as it stands today is one which is worrying a good many. The generally accepted idea in the trade is that the packers have not been such good guessers as they usually are as to the movement of hogs. During the late fall some of them were openly quoted as predicting 5c hogs and the market turned and advanced almost perpendicularly. Sentiment in the country is said to be still very friendly to the hog market and in some producing sections farmers are confidently looking for a still further advance in hogs which would be naturally effective in the price of products.

### Watching Hogs and Corn.

The feeding situation is being very closely watched. With the advance in the price of hogs there has been some improvement in the price of corn, but nothing

in keeping with the hog market. At the low point in the fall, corn was down to around 42 to 45c in Chicago and hogs were down to about 6½ to 6¾c average. At the high point cash corn has been only about 65c, while hogs advanced to 11c, making a spread of apparently about 45c per bushel on the basis of feeding value between hogs and corn as against the spread at the low point of only about 25c.

The figures of the amount of corn in the country for feeding the balance of the year suggests a modest supply, and the supply of other stuffs is very small. In connection with this, the amount of corn used last year after this time is a very important factor in judging how much will be the feeding requirements this year. The average disappearance from farms from March 1 to November 1 has been about 971,000,000 bus., and last year the disappearance was 1,307,000,000 bus. On the basis of last year's disappearance, there is a small supply of corn, and the supply of other stuffs is not very heavy. If the corn market should respond to the value of hogs, or respond to the price of competing corn on the other side, it would make a radical difference in the feeding results. The nearest competitor to American corn abroad is selling at 20 to 25c a bushel over American corn.

### Feed Tests for Pork.

In connection with the question of feeds, a very interesting letter from the Farm Economist of the Agricultural Department has bearing on this question. This letter stated that as a result of most recent tabulation covering 518,000 lbs. of farm grown pork, the following quantities of feeds were used in producing 100 lbs. of pork:

Feed.	Pounds.
Corn .....	406.2
Oats .....	15.7
Rye .....	2.1
Skim milk .....	6.8
Tankage .....	2.4
Millfeeds .....	1.9
Legume hays .....	.65

These feeds reduced to corn equivalents amounted to approximately 7½ to

7¾ bushels of corn, the corn alone amounting to about 7.2 bushels per hundred pounds of hogs.

Hog packing for the week ending March 4, the first week of the summer season, 589,000 compared with 589,000 the previous week and 525,000 last year.

PORK—The market, both East and West, was dull and nominal, but the undertone appeared easier. At New York mess was quoted at \$26@26.50, family \$27@29, short clears \$22.50@26.50. At Chicago mess pork was quotable at \$20.70.

LARD—There has been a noticeable falling off in the foreign demand for lard, and domestic trade was of more moderate proportions, resulting in a weaker tone. Foreign lard prices dropped sharply. At New York prime Western was quoted at \$12.35@12.45; Middle Western \$12.10@12.20; New York City 12 cents nominal; refined to the continent 14c; South American 14½c, and Brazil kegs 15½c. Compound New York was quoted at 13½@14c in carlots, with demand less active and some reselling by consumers. At Chicago regular lard was quoted at March price, loose lard 90 under May, and leaf lard 10½@10¾c.

BEEF—The market was dull and nominally unchanged. At New York mess was quoted at \$13@14, packet \$13@15, family \$15@16, and extra India mess \$24@25.

### SEE PAGE 33 FOR LATER MARKETS.

### HOG WEIGHTS IN FEBRUARY.

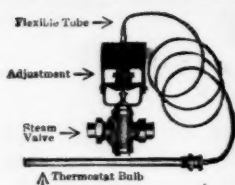
The average weights of hogs received at seven leading livestock markets for February, 1922, with comparisons for February, 1921, are as follows:

	Feb., 1921.	Feb., 1922.
Chicago .....	220	220
Kansas City .....	202	220
Omaha .....	241	243
St. Joseph .....	225	230
Sioux City .....	241	241
Wichita .....	207	200
Denver .....	215	227
St. Paul .....	220	214

### 1921 EASTERN MEAT SUPPLIES.

The following table shows the amounts of Western dressed meats at the three large Eastern markets during 1921 as compared with 1920, and also the amount of meat produced locally at each market. It will be seen from the table that considerably more than half of the meat consumed in these three cities is slaughtered locally.

	—Boston—		—New York—		—Philadelphia—		Total, three markets	
	1921.	1920.	1921.	1920.	1921.	1920.	1921.	1920.
Beef:	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.
Western dressed	212,866	244,436	368,842	393,627	162,702	163,219	744,410	801,282
Local slaughter.	80,415	83,495	500,792	509,638	119,834	114,706	701,041	707,839
Total .....	293,281	327,931	869,634	903,265	282,536	277,925	1,445,451	1,509,121
Increase or dec.	-34,650		-33,631		+4,611		-63,670	
Veal:								
Western dressed	35,434	47,844	479,634	495,929	88,778	93,565	608,846	637,338
Local slaughter.	165,336	163,129	809,907	737,168	96,077	93,888	1,071,320	994,185
Total .....	200,770	210,973	1,289,541	1,233,097	184,855	187,453	1,675,166	1,631,523
Increase or dec.	-10,202		+56,344		-2,598		+43,643	
Hogs (dressed):								
Western dressed	4,763	1,295	11,801	21,215	526	2,492	17,090	25,002
Local slaughter.	822,743	967,392	2,239,494	2,144,325	912,244	901,792	3,974,481	4,013,506
Total .....	827,506	968,687	2,251,295	2,165,540	912,770	904,284	3,991,571	4,038,511
Increase or dec.	-141,181		+85,755		+8,486		-46,940	
Pork:	Pounds.	Pounds.	Pounds.	Pounds.	Pounds.	Pounds.	Pounds.	Pounds.
Western dressed	15,235,214	9,543,067	36,458,253	25,748,389	24,326,713	16,200,065	76,018,180	51,491,541
Local slaughter.	16,454,890	19,357,510	44,780,980	42,886,500	18,244,880	18,035,840	79,489,720	80,280,180
Total .....	31,690,074	28,900,927	81,249,233	68,634,889	42,571,593	34,235,905	155,507,900	131,771,721
Increase or dec.	+2,799,147		+12,611,344		+8,335,688		+23,736,179	
Lamb:	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.	Carcasses.
Western dressed	684,763	661,132	1,180,250	1,002,378	391,813	298,741	2,236,826	1,982,251
Local slaughter.	391,014	262,653	2,220,955	1,660,841	410,755	317,120	3,022,724	2,279,524
Total .....	1,075,777	923,685	3,381,206	2,702,219	802,568	615,861	5,259,550	4,241,775
Increase or dec.	+152,092		+678,986		+186,707		+1,017,775	
Mutton:								
Western dressed	39,957	70,480	370,433	397,204	106,614	116,084	517,004	583,768
Local slaughter.		74	427	992			427	1,066
Total .....	39,957	70,554	370,860	398,196	106,614	116,084	517,431	584,834
Increase or dec.	-30,597		-27,336		-8,470		-67,403	



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## Powers Regulator No. 11

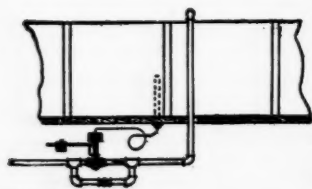
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Typical installation of the No. 11 Regulator in a Hog Scalding Tank. Arrangement may be modified for other conditions.

## Packinghouse By-Products Markets

### Blood.

Chicago, March 8, 1922.

Blood is not very plentiful and therefore is holding firm at \$4.50 Chicago and \$4.25 river points.

	Unit ammonia.
Ground	\$4.40@4.50
Crushed and unground	4.25@4.35
Ground concentrated tankage	4.25@4.35
Unground	4.00@4.15

### Digester Hog Tankage Materials.

The market is a little easier. Several buyers have withdrawn from the market, stating that they have enough materials to carry them through the rest of the season.

	Unit ammonia.
Ground, 11½ to 12% ammonia	\$4.45@4.60
Unground, 10 to 11% ammonia	4.25@4.35
Unground, 7 to 9% ammonia	3.90@4.10

### Fertilizer Tankage Materials.

The market continues quiet, partly on account of the fact the spring trade is running a good deal to acid phosphate.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$3.75@3.85
Lower grade, unground, 6-9% ammonia	3.50@3.65
High grade, unground	3.25@3.50
Medium grade, unground	2.75@3.00
Low grade and country rend, unground	2.25@2.50
Bone tankage, unground	2.50@2.75
Hoof meal	2.25@2.35
Liquid stick	3.00@3.25
Hair tankage, dry, unground	1.50@1.75
Garbage, tankage, ground	1.25@1.50

### Bone Meals.

These are rather quiet with very few trades reported.

	Per ton.
Raw bone meal	\$30.00@32.00
Steamed, ground	25.00@26.00
Steamed, unground	16.00@18.00
Grinding hoofs, pig toes, waste bones, dry	22.00@23.00

### Cracklings.

Cracklings are a little easier. Buyers contend that there is no margin to handle cracklings at the prices at which some sellers are holding at.

	Per ton.
Pork, according to grease and quality	\$70.00@75.00
Beef, according to grease and quality	55.00@60.00

### Glue and Gelatine Stocks.

Jaws, skulls and knuckles are steady at \$25, Chicago. Hide stocks and sinews are in light demand.

	Per ton.
Calf stock	\$40.00@50.00
Edible pig skin strips	60.00@65.00
Rejected manufacturing bones	35.00@40.00
Horn piths	25.00@30.00
Cattle jaws, skulls and knuckles	24.00@25.00
Junk and hotel kitchen bones	19.00@21.00
Hog, calf and sheep bones	20.00@22.00
Sinews, pizzels and hide trimmings	21.00@22.00
Sheep trimmings	12.00@14.00

### Hoofs, Horns and Mfg. Bones.

The market as in other products has had a weaker feeling. There has not been much demand for hoofs though a little better for manufacturing bones.

	Per ton.
No. 1 horns	\$235.00@255.00
No. 2 horns	175.00@215.00
No. 3 horns	90.00@150.00
Culls	25.00@30.00
Hoofs, blacks	28.00@30.00
Hoofs, striped	32.00@36.00
Hoofs, white	40.00@50.00
Round shin bones, unsorted, heavies	60.00@65.00
Round shin bones, unsorted, lights	50.00@55.00
Flat shin bones, unsorted, heavies	55.00@60.00
Flat shin bones, unsorted, lights	45.00@60.00
Thigh bones, unsorted, heavies	10.00@15.00
Thigh bones, unsorted, lights	50.00@55.00

### Hog Hair.

At present prices it does not pay to save or dry hog hair, and considerable hair is being tanked at the present time.

### Pig Skin Strips.

The market is quiet, both demand and production being light. Prime No. 1 grades are selling at around 5c per pound, basis Chicago freight and No. 2 and 3 grades, frozen, government inspected edible stock, around 3½c.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Mar. 8.—Quotations in green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 24½c; 10-12 lbs. avg., 24c; 12-14 lbs. avg., 23c; 14-16 lbs. avg., 22½c; 16-18 lbs. avg., 22¼c; 18-20 lbs. avg., 22¼c. Sweet pickled, 8-10 lbs. avg., 25c; 10-12 lbs. avg., 24½c; 12-14 lbs. avg., 23½c; 14-16 lbs. avg., 23c; 16-18 lbs. avg., 22¾c; 18-20 lbs. avg., 22¾c.

Skinless Hams—Green, 14-16 lbs. avg., 25½c; 16-18 lbs. avg., 25¼c; 18-20 lbs. avg., 25c; 20-22 lbs. avg., 24½c; 22-24 lbs. avg., 24c. Sweet pickled, 14-16 lbs. avg., 26c; 16-18 lbs. avg., 25¾c; 18-20 lbs. avg., 25½c; 20-22 lbs. avg., 24½c; 22-24 lbs. avg., 24c.

Picnic Hams—Green, 4-6 lbs. avg., 12¾c; 6-8 lbs. avg., 12¼c; 8-10 lbs. avg., 11½c; 10-12 lbs. avg., 11¼c. Sweet pickled, 4-6 lbs. avg., 12¾c; 6-8 lbs. avg., 12¼c; 8-10 lbs. avg., 11¾c; 10-12 lbs. avg., 11½c.

Clear Bellies—Green, 6-8 lbs. avg., 22c; 8-10 lbs. avg., 19c; 10-12 lbs. avg., 16c; 12-14 lbs. avg., 14c; 14-16 lbs. avg., 13c. Sweet pickled, 6-8 lbs. avg., 19c; 8-10 lbs. avg., 17c; 10-12 lbs. avg., 16c; 12-14 lbs. avg., 14c; 14-16 lbs. avg., 13c.

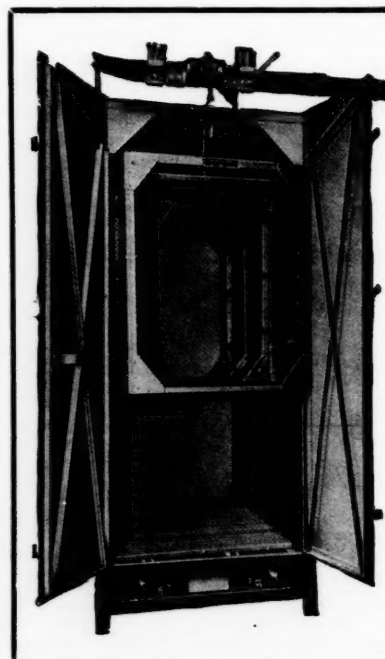
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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market was rather dull, but was slightly firmer. It was claimed that some recent sales had taken place of about a million pounds of extra on a basis of 7c per lb. to soap-makers, and there were some sales of outside lots equal to special loose at 6½c. The demand did not appear urgent, but holders were stronger in their views, although the easier tone in cotton oil had an unfavorable effect upon sentiment in consuming quarters. At the London auction on March 8, 1,184 casks were offered and 80 casks sold at prices unchanged from the previous week. At Liverpool, Australian tallow was unchanged for the week, with choice at 40s, and good mixed at 39s 6d. At New York, prime city was quoted at 5½c nominal, special loose 6¼c nominal, and edible at 8½@9c nominal. At Chicago, packers' No. 1 was 6½@6¾c, packers' prime 7¼@7½c, and edible 8¼@8½c.

**OLEO STEARINE**—The market was dull but steady and quotably unchanged compared with a week ago. At New York, olea was 10½c nominal and while oleo at Chicago was quoted at 10½@11c, rumors were current of some sales at 10½c.

**OLEO OIL**—The market was dull and nominal, with the undertone very steady. At New York, extra was quoted at 11½c nominal, and at Chicago, 10½@11c.

**LARD OIL**—There was some improvement in the demand for lard oil, and practically all grades showed a little stiffening in price. Edible was quoted at New York at \$1.12@1.17, extra winter at 92c, extra No. 1 at 77c, No. 1 at 72c, and No. 2 at 70c.

**NEATSFOOT OIL**—There is very little high grade oil available, and this has created a strong tone. At New York pure oil was quoted at \$1.27 per gallon, No. 1 at 77c and cold pressed at \$1.45@1.50.

SEE PAGE 33 FOR LATER MARKETS.

**GREASES**—Persistent export buying and inquiries for choice white grease made a strong market, and some liberal sales were reported as high as 9c. Offerings are noticeably smaller. At New York brown was 5@5½c, yellow and choice house, 5½@5½c, and white, 8@9c, according to brand. At Chicago demand was reported quite good, with brown 4½@5c; yellow, 5½@5½c; house, 5@5½c, and choice white, 7¼@8c.

### MEAT SUPPLIES IN FEBRUARY.

Receipts of livestock at nine leading markets during the month of February, 1922, with the total compared with February, 1921, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	218,967	58,341	707,065	289,604
Kansas City	139,647	20,092	196,952	116,243
Omaha	108,125	7,792	290,253	175,056
St. Louis	49,285	17,205	289,529	21,308
St. Joseph	35,308	4,948	154,784	59,664
Sioux City	52,042	3,538	171,248	23,238
Wichita	21,933	1,933	47,553	8,547
Denver	29,371	3,674	41,398	120,945
St. Paul	58,352	29,302	202,787	24,719

Total Feb., '22	693,000	146,825	2,071,740	839,324
Total Feb., '21	575,723	122,064	2,392,490	935,659

Receipts of livestock during the two months ending February, 1922, at nine leading markets with totals compared with the same period last year are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	483,326	121,808	1,637,375	652,190
Kansas City	304,363	43,423	400,296	259,978
Omaha	215,800	14,084	538,415	377,611
St. Louis	115,308	36,534	654,332	65,642
St. Joseph	79,981	11,170	340,882	138,626
Sioux City	102,949	5,786	352,929	51,684
Wichita	47,577	5,345	89,376	14,842
Denver	68,197	8,211	82,357	249,197
St. Paul	79,839	61,113	466,208	84,957

Total, 2 mos., '22	1,497,400	407,564	6,571,170	1,894,727
Total, 2 mos., '21	1,417,537	267,878	4,919,967	1,536,626

Slaughters at eight leading markets during the two months ending February, 1922, compared with the same period of 1921, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	135,978	58,851	500,016	188,221
Kansas City	93,476	14,094	138,124	73,732
Omaha	57,009	1,592	180,773	110,242
St. Joseph	20,647	4,620	124,024	50,100
Sioux City	18,672	3,294	102,009	18,168
Wichita	6,061	1,395	44,783	176
Denver	7,534	835	40,323	15,580
St. Paul	17,386	26,581	164,322	18,562

Slaughters at six leading livestock markets during February, 1922, and February, 1921, according to official reports are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	301,846	110,732	1,063,943	425,273
Kansas City	143,124	39,381	297,097	161,677
Omaha	111,937	3,370	325,038	213,835
St. Joseph	49,744	9,365	272,371	112,281
Sioux City	38,742	5,393	190,046	40,315
Denver	15,929	1,626	79,392	28,422

Total, 2 mos., '22	661,332	160,807	3,227,797	981,733
Total, 2 mos., '21	688,759	148,369	2,781,913	1,276,875

### CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending March 2, 1922, are reported as follows by the Market of Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales— Week ending Mar. 2, 1921.	Week ending Mar. 23, 1921.	Top price selects— Week ending Mar. 2, 1921.	Week ending Mar. 2, 1921.	Week ending Mar. 2, 1921.
Toronto (C. S. Y.)	8,128	5,321	6,184	\$14.25	\$14.00
Montreal (P. St. Chs.)	2,104	843	1,927	15.50	15.00
Montreal (E. End)	742	512	982	15.50	15.50
Winnipeg	3,905	2,043	241	13.00	13.50
Calgary	1,603	506	1,882	12.00	12.00
Edmonton	1,067	671	988	12.25	12.00
Prince Albert	43	220	12.75	13.25	13.25
Moose Jaw	270	388	13.00	13.25	13.25

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending March 4, 1922, with comparisons:

	Week ending Mar. 4, 1922.	Week ending Mar. 4, 1921.	From Nov. 1, 1921.
United Kingdom	25	50	1,255
Continent	25	50	2,418
So. and Cent. Amer.	25	50	737
West Indies	25	50	2,545
B. N. A. Colonies	25	50	325
Other countries	25	50	235
Total	25	300	7,615

### BACON AND HAM, LBS.

United Kingdom	10,208,000	4,471,000	132,873,900
Continent	2,502,500	1,815,000	33,326,500
So. and Cent. Amer.	250,000	200,000	898,516
West Indies	200,000	200,000	5,363,018
B. N. A. Colonies	200,000	200,000	29,200
Other countries	200,000	200,000	503,940
Total	12,710,500	6,492,000	172,905,144

### LARD, LBS.

United Kingdom	6,639,339	9,382,400	106,237,617
Continent	15,110,632	14,244,200	115,965,232
So. and Cent. Amer.	250,000	200,000	895,750
West Indies	250,000	200,000	7,608,393
B. N. A. Colonies	250,000	200,000	29,200
Other countries	250,000	200,000	262,100
Total	21,749,971	24,101,600	231,120,002

### RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork.	Bacon and Lard.	From Nov. 1, 1921.
New York	10,485,600	20,716,971	19,249,205
Portland, Me.	2,089,000	526,000	2,089,000
Boston	48,000	225,000	48,000
Philadelphia	75,000	84,000	75,000
Baltimore	528,000	112,000	528,000
St. John, N. B.	25	2,710,500	21,749,971
Total, week	25	2,710,500	21,749,971
Previous week	248	10,485,600	9,407,794
Two weeks ago	402	13,607,000	19,249,205
Cor. week, 1921	300	6,492,000	24,101,600

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to March 4, 1922:

Pork	1,523,000	1921 to 1922	Decrease.
Bacon and hams	172,905,044	191,082,564	18,087,520
Lard	231,120,092	286,230,529	55,100,437

### MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 4, 1922, with comparisons, as follows:

	Week ending Mar. 4, 1922.	Week ending Mar. 4, 1921.
Western dressed meats:		
Steers, carcasses	6,086	6,214
Cows, carcasses	1,100	1,273
Bulls, carcasses	217	206
Veal, carcasses	7,879	10,738
Lamb, carcasses	24,460	21,572
Mutton, carcasses	4,997	6,178
Pork, pounds	1,047,160	705,815
Local slaughter, Federal inspection:		
Cattle, carcasses	9,948	9,872
Calves, carcasses	13,490	12,306
Hogs, carcasses	47,352	49,187
Sheep, carcasses	34,457	36,300

### MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 4, 1922, with comparisons:

	Week ending Mar. 4, 1922.	Week ending Mar. 4, 1921.
Western dressed meats:		
Steers, carcasses	1,810½	1,872
Cows, carcasses	2,059	1,774½
Bulls, carcasses	82	84
Veal, carcasses	10,000	8,399
Lamb, carcasses	410	214
Mutton, carcasses	304,987	297,303
Local slaughter:		
Cattle, carcasses	1,590	1,392
Calves, carcasses	4,051	2,970
Hogs, carcasses	16,006	17,518
Sheep, carcasses	3,249	4,691

### MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 4, 1922, with comparisons:

	Week ending Mar. 4, 1922.	Week ending Mar. 4, 1921.
Western dressed meats:		
Steers, carcasses	2,228	2,321
Cows, carcasses	905	593
Bulls, carcasses	183	101
Veal, carcasses	1,382	1,249
Lamb, carcasses	7,129	6,326
Mutton, carcasses	1,692	1,499
Pork, lbs.	494,193	427,195
Local slaughter:		
Cattle	2,695	2,290
Calves	2,094	1,656
Sheep	4,832	5,119
Hogs	14,004	17,476

### CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers with top prices for selects, compared to the same time a week ago and a year ago are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending March 2, 1922:

	Sales— Week ending Mar. 2, 1921.	Week ending Mar. 23, 1921.	Top price good steers (1,000-1,200 lbs.) Week ending Mar. 2, 1921.	Week ending Mar. 2, 1921.	Week ending Mar. 2, 1921.
Toronto (U. S. Y.)	5,006	5,138	6,211	\$8.00	\$11.25
Montreal (P. St. Chs.)	434	464	780	7.75	9.60
Montreal (E. End)	510	321	458	7.75	9.60
Winnipeg	1,222	1,194	1,308	7.25	8.75
Calgary	668	932	1,021	6.50	7.50
Edmonton	655	690	558	6.50	7.50
Prince Albert	6	111	7.00	7.00	6.50
Moose Jaw	108	111	7.00	7.00	6.50

### CALVES.

	Sales— Week ending Mar. 2, 1921.	Week ending Mar. 23, 1921.	Top price good calves (1,000-1,200 lbs.) Week ending Mar. 2, 1921.	Week ending Mar. 2, 1921.	Week ending Mar. 2, 1921.
Toronto (U. S. Y.)	1,269	711	1,029	\$14.00	\$18.00
Montreal (P. St. Chs.)	737	606	609	12.50	14.50
Montreal (E. End)	619	643	548	12.50	14.50
Winnipeg	160	101	112	11.00	12.00
Calgary	48	35	58	8.00	8.25
Edmonton	22	46	84	7.00	8.50
Prince Albert	9	...	...	...	...
Moose Jaw	...	...	...	...	...



## JANUARY OLEOMARGARINE OUTPUT.

Official government reports just compiled of the output of oleomargarine for the month of January, 1922, as shown by revenue stamp sales, indicate that the production for that month was 405,556 pounds colored and 16,481,840 pounds uncolored, a total of 16,887,396 pounds. This is about 2,500,000 pounds less than the production for the preceding month, and 5,800,000 pounds less than the same month a year ago. Official figures of oleomargarine production in the United States for the last 13 months are as follows:

	Pounds.
January 1921	22,688,298
February	20,296,972
March	21,361,287
April	21,813,529
May	12,316,615
June	7,613,924
July	10,583,774
August	17,803,478
September	17,722,708
October	21,496,948
November	17,565,416
December	19,411,203
January, 1922	16,887,396

## CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, March 7, 1922.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-four to 76% caustic soda, 3¼@4c lb.; 60% caustic soda, 3¼@3½c lb.; 98% powdered caustic soda, 4¼@4½c lb.; 48% carbonate of soda, 3½c lb.; 58% carbonate of soda, 2@2½c lb.; talc, 1¼@2c lb.

Clarified palm oil, in casks, 2,000 lbs., 8½@8¾c lb.; commercial yellow olive oil, \$1.15@1.20 gal.; olive oil foots, 9c lb.; Cochin cocoanut oil, 10½@10¾c lb.; Ceylon cocoanut oil, 9½@10c lb.

Prime summer yellow cottonseed oil, 12¼@12½c lb.; soya bean oil, 11¼@11½c lb.; corn oil, nominal, 10½@10¾c lb.; peanut oil, in bbls., New York, deodorized, 12@12½c lb.; peanut oil, crude, tanks, f. o. b. mills, 10½@11c lb.

Prime city tallow, special, sales 6¾c lb.; dynamite glycerine, nominal, 13¼@14c lb.; saponified glycerine, nominal, 9½c lb.; crude soap glycerine, nominal, 8½c lb.; chemically pure glycerine, nominal, 16½c lb.; prime packers' grease, nominal, 5¼@5½c lb.

## Oil Men at New Orleans

The twenty-sixth annual convention of the Inter State Cotton Seed Crushers' Association will be held at New Orleans, La., on May 10, 11 and 12. This action was decided on at a meeting of the Executive Committee of the Association held this week.

Headquarters will be at the Hotel Grunewald, and the program will include a number of innovations sure to bring out a large attendance, and to give exceptional interest to every session of the convention.

The Rules Committee will meet at New Orleans on May 8 and 9, to hear proposed amendments to the association's trading rules in cottonseed and allied products.

The annual convention of the American Oil Chemists' Society will be held at New Orleans also, on May 8 and 9.

## FATS AND OILS EXPORTS.

Exports of fats and oils were 100,000,000 pounds for January, 1922, against 176,000,000 for January, 1921, and a five-year average of 97,000,000 pounds, according to official reports. Lard exports amounted to 74,000,000 pounds against 80,000,000 pounds for January, 1921, and an average of 49,000,000. The chief decrease was in cotton oil, which declined from 70,000,000 pounds to 11,000,000 pounds, compared with an average of 27,000,000 pounds. Exports of crude and refined oil were separated in the census for the first time, showing 6,511,000 pounds of crude and 4,916,000 pounds of refined oil. Compound was also separated into animal, 1,806,000, and vegetable, 2,701,000 pounds.

Exports of specified fats and oils for January, 1922, with comparisons, are reported as follows:

	Jan., 1922, lbs.	Jan., 1921, lbs.
Total	100,192,000	176,399,000
Lard, edible	74,473,000	79,810,000
Compound	4,507,000	5,717,000
Cocoanut	1,374,000	491,000
Corn	1,484,000	452,000
Cottonseed	11,427,000	70,100,000
Peanut	200,000	208,000
Soy bean	181,000	1,274,000
Oleo oil	4,789,000	15,088,000
Oleomargarine	280,000	978,000
Tallow	1,878,000	1,326,000
Butter	539,000	1,166,000

Exports of specified fats and oils for the period August, 1921, to January, 1922, with comparisons, are reported as follows:

	Aug., 1922, lbs.	Jan., 1921, lbs.
Total	600,490,000	614,338,000
Lard, edible	448,740,000	395,749,000
Compound	21,644,000	19,018,000
Cocoanut	4,507,000	2,724,000
Corn	2,579,000	4,936,000
Cottonseed	56,443,000	149,401,000
Peanut	1,116,000	996,000
Soy bean	200,000	4,019,000
Oleo oil	51,672,000	49,666,000
Oleomargarine	1,261,000	4,293,000
Tallow	9,595,000	11,901,000
Butter	2,734,000	2,534,000

## FATS AND OILS IMPORTS.

Imports of fats for January, 1922, were 40,000,000 pounds, against 25,000,000 pounds for January, 1921, and an average during the same months for five years of 49,000,000 pounds. This increase over last year was on account of the large imports of cocoanut, olive, palm and Chinese nut oils.

Imports of specified fats and oils for January, 1922, with comparisons, are reported as follows:

	Jan., 1922, lbs.	Jan., 1921, lbs.
Total	37,924,000	24,902,000
Chinese nut	4,716,000	2,736,000
Cocoanut	22,526,000	12,962,000
Cottonseed	4,043,000	114,000
Olive, edible	4,043,000	1,279,000
Palm	4,259,000	3,185,000
Palm kernel	112,000	.....
Peanut	2,300,000	182,000
Rapeseed	496,000	625,000
Soy bean	.....	8,000
Oleo stearin	1,556,000	3,812,000
Butter and substitutes	5,000	1,000

Imports of specified fats and oils for the period August, 1921, to January, 1922, with comparisons, are reported as follows:

	Aug., 1922, lbs.	Jan., 1921, lbs.
Total	185,728,000	200,914,000
Chinese nut	23,285,000	24,042,000
Cocoanut	105,544,000	74,413,000
Cottonseed	2,900	322,000
Olive, edible	28,970,000	14,843,000
Palm	11,625,000	17,074,000
Palm kernel	1,138,000	1,089,000
Peanut	1,572,000	13,244,000
Rapeseed	4,158,000	5,800,000
Soy bean	1,000	21,917,000
Oleo stearin	87,000	194,000
Butter and substitutes	8,489,000	18,411,000
Tallow	859,000	9,567,000

## SOUTHERN MARKETS.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 9, 1922.—Prime crude cottonseed oil steady at 10 cents bid, 10¼c asked. Stocks are negligible. Refined cottonseed oil is firm. Meal, 7 per cent, \$40.00; 8 per cent, \$42.50. Loose hulls, \$9.00; sacked, \$11.00. All per short ton f. o. b. mill.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 9, 1922.—Very limited trading in crude cottonseed oil as the mills in this section have completed the season. While there is crude oil remaining to be sold it is being held for higher prices. The price today is 10 cents nominal, basis Valley. Meal, 41 per cent, \$44.50; loose hulls, \$9.50 Memphis.

## COTTON OIL LICENSED STORAGE.

Legislation designed to bring cottonseed within the group of commodities that can be stored in licensed warehouses was introduced in Congress by Senator Harris this week, according to reports from Washington. At the present time the Federal warehouse licensing act provides only for tobacco, cotton, wheat and other grains.



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## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Reacts—Weakness in Lard and Profit Taking—Cash Trade Slower—Crude Strong—Sentiment Mixed—Statistical Position Strong.**

While the turnover in cottonseed oil futures on the New York Produce Exchange was maintained on a rather liberal scale the past week, operations were not as heavy as heretofore, and with weaker outside markets and profit taking, the market backed and filled for a time, and finally weakened, the active positions showing a decline of 50 to 60 points from the season's highs. Refiners' support was in evidence on the breaks, but was not sufficient to rapidly absorb speculative profit taking, although this support tended to make for a rather orderly setback.

The technical position of the market had given evidence of weakness for several days, but it was not until lard showed weakness and the grain markets reacted sharply that an overbought condition in oil was disclosed. Selling pressure came from local, western and southern sources, creating a more mixed sentiment, and while many were inclined to look for a still further reaction, there was considerable reinstating of long lines on a scale downwards.

#### Holding Off by Cash Buyers.

The uncertain action of the market

brought about a holding off attitude on the part of cash handlers, for both oil and compound, and in fact there was quite a little talk of re-selling of compound on the declines. The technical position remains strong, and while it is felt that the situation is a very strong one for the long pull, few were willing to guess to what extent the decline may go, owing to the perpendicular advance, and the fact that the open interest in the market was large. In refining quarters sentiment is outspokenly favorable to the market, and a scarcity of oil before the season is over remains the chief topic of conversation. The professional elements are against the market and with any further weakness in outside markets, are apt to work to uncover further stop loss orders.

The crude situation continued very tight. On the decline in futures little or no crude oil came out, and the market appeared to be pegged at 10@10 $\frac{1}{4}$ c in the southeast, and 10 $\frac{1}{4}$ c in the valley and Texas. Bleachable oil was held at very strong figures, and the southern attitude in the main continued to be that the situation was strong.

The decline in futures put at rest, for the time being, the talk of importations of soya bean oil, and quite a little attention was directed toward the difficulties of speculators to work coconut oil upward, notwithstanding the recent heavy absorption. Coconut oil is at an extremely favorable discount under cotton oil, and is regarded as the cheapest of the oils in

practically all quarters, but the actual consuming demand has been such that holders were willing to let go at small gains in prices.

#### Weak Lard a Feature.

The weakness in lard was due to the sharp falling off in cash demand, a return of weakness in lard abroad, and selling of lard futures in Chicago. May oil at one time again sold above May lard in the west, as did the July delivery, and this brought about a renewal of eastern buying of lard against sales of cotton oil as a spread. There is no question but what the compound trade will experience considerable difficulty in marketing compound above pure lard, and while there was a disposition to ignore this when oil was strong, this feature was brought to the front rapidly when the market began to decline.

Already there is a disposition to begin to discount a bullish consumption report on cotton oil for February, and while it was a short month the predictions are that the disappearance will exceed 200,000 bbls., and will at least be larger than the January consumption. If the February disappearance is over 200,000 bbls., there is no question but what the technical position will be materially strengthened statistically. An important feature in this next Government Report will be the amount of seed received at the mills, and the actual visible supply of oil in sight, as it is practically certain that from this time for-

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ward, the volume of seed receipts will be unimportant.

### Big Corn Disappearance.

The Government Report on farm reserves of corn of 1,313,000,000 bu. was 250,000,000 bu. less than last year, when the reserves were 1,564,000,000. The figures indicate the greatest disappearance of corn during the winter ever known, and would appear to give conclusive evidence that farm feeding was extremely heavy, and that the average run of hogs the balance of the season should also be heavy.

It would appear to point to a larger supply of lard than usual, and was undoubtedly the result of the extremely low prices for corn, and the profitable hog feeding basis that has existed since the start of the season. The lard stocks are small, but as the number of hogs in the country is slightly larger than the revised figures of last year, there is no prospect of any lard shortage, but notwithstanding all this, there are some shrewd cotton oil interests who believe that before the season is over, oil supplies will be down to actual requirements, and that cotton oil will become purely a supply-and-demand proposition, and will not be controlled by lard or any other outside influence. However, there are a great many who would rather see the visible supply of oil get well below a million barrels, and await the result of the unfavorable compound basis with lard, before they begin talking about exhaustion of cotton oil supplies.

## J. G. Gash & Co., Inc.

25 Beaver Street  
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Fats, Oils, Greases  
Cotton Seed Products

Cotton Oil Options on the New  
York Produce Exchange

### COTTONSEED OIL.—Market transactions:

Thursday, March 2, 1922.

Sales.	High.	Low.	Bid.	Asked.
Range—Closing—				
Spot .....				a ....
March .....	400	1160	1150	1158 a 1169
April .....	300	1178	1170	1175 a 1180
May .....	10000	1192	1179	1191 a 1192
June .....				1200 a 1205
July .....	13900	1211	1190	1210 a 1211
Aug. ....	1400	1219	1212	1218 a 1220
Sept. ....	800	1240	1214	1231 a 1233
Oct. ....	300	1190	1185	1185 a 1189
Total sales 27,900 Prime Crude, S. E. 1025 sales.				

Friday, March 3, 1922.

Sales.	High.	Low.	Bid.	Asked.
Range—Closing—				
Spot .....				1175 a ....
March .....	600	1180	1170	1178 a 1190
April .....	2000	1180	1174	1180 a 1185
May .....	7800	1203	1179	1194 a 1196
June .....				1204 a 1210
July .....	10800	1223	1202	1214 a 1216
Aug. ....	1300	1225	1221	1224 a 1225
Sept. ....				1233 a 1240
Oct. ....	100	1183	1185	1181 a 1185
Total sales 24,400 Prime Crude, S. E. 1025 bid.				

Saturday, March 4, 1922.

Sales.	High.	Low.	Bid.	Asked.
Range—Closing—				
Spot .....				1160 a 1200
March .....				1160 a 1180
April .....	200	1167	1166	1164 a 1168
May .....	1600	1191	1180	1180 a 1181
June .....				1180 a 1195
July .....	8000	1211	1191	1191 a 1193
Aug. ....	300	1221	1200	1200 a 1202
Sept. ....	100	1228	1228	1214 a 1215
Oct. ....	400	1167	1159	1160 a 1162
Total sales 11,200 Prime Crude S. E. 1025 nominal.				

Monday, March 6, 1922.

Sales.	High.	Low.	Bid.	Asked.
Range—Closing—				
Spot .....				1150 a 1200
March .....	600	1135	1135	1155 a 1175
April .....	800	1158	1135	1159 a 1164
May .....	9900	1177	1140	1175 a 1177
June .....	100	1176	1176	1180 a 1186
July .....	13000	1193	1162	1189 a 1191
Aug. ....	4200	1199	1170	1196 a 1198
Sept. ....	700	1176	1175	1207 a 1210
Oct. ....	100	1145	1145	1157 a 1165

Total sales 31,600 Prime Crude, S. E. 1000—1025.

Tuesday, March 7, 1922.

Sales.	High.	Low.	Bid.	Asked.
Range—Closing—				
Spot .....				1150 a ....
March .....				1150 a 1165
April .....	300	1162	1160	1160 a 1164
May .....	7600	1180	1166	1173 a 1175
June .....				1175 a 1189
July .....	8000	1203	1186	1191 a 1194
Aug. ....	3600	1210	1194	1200 a 1201
Sept. ....	800	1208	1205	1208 a 1210
Oct. ....	100	1160	1160	1160 a 1165

Total sales 24,400 Prime Crude, S. E. 1025 sales.

Wednesday, March 8, 1922.

Sales.	High.	Low.	Bid.	Asked.
Range—Closing—				
Spot .....				1125 a ....
March .....	300	1140	1120	1120 a 1125
April .....	1000	1142	1130	1125 a 1135
May .....	11100	1163	1142	1141 a 1142
June .....	100	1151	1151	1149 a 1152
July .....	10500	1184	1161	1161 a 1162
Aug. ....	1100	1188	1175	1170 a 1171
Sept. ....	900	1192	1175	1175 a 1177
Oct. ....	500	1149	1135	1130 a 1135

Total sales 25,900 Prime Crude, S. E. 1000—1025.

Thursday, March 9, 1922.

Cottonseed oil closed 6 points higher to 4 net lower. Sales, 24,800 bbls.; prime crude, \$10.00@12.50; prime summer yellow spot, \$11.00; May, \$11.42; July, \$11.57; September, \$11.74, all bid.

SEE PAGE 38 FOR LATER MARKETS

**COCOANUT OIL**—The market has become much quieter, with a pause in the speculative demand, but the undertone remains very steady, and optimistic sentiment as to future prices appears to be in the majority. There were claims that the recent speculative buying had cleaned up the bulk of the offerings of the summer deliveries of oil. Manila sun-dried copra was 4½¢ bid, c. i. f. coast ports. At New York, Ceylon in barrels was quoted at 9¼¢, tanks coast 7½¢@8¢, Cochin barrels 9¼¢@10¼¢, and edible barrels 11½¢@11¼¢.

**SOYA BEAN OIL**—Demand for soya bean oil has been quite active, but operations have been small, as there is little or no oil available, and the market is purely a nominal affair. Bids of 9¼¢ for prompt shipment coast did not bring out any oil, but May-June shipment was offered at 9¼¢ sellers' tanks, duty paid. At New York, crude in barrels was quoted at 10¼¢@10½¢, blown at 10½¢, and deodorized 12¢.

**PEANUT OIL**—The market has been firm, but with trade rather quiet. Continued strength in crude cotton oil made for limited offerings of southern crude peanut oil. At New York, crude in barrels was quoted at 11¼¢, tanks f. o. b. the mill 10@10¼¢, refined barrels in New York

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B Prime Summer White  
Sun Prime Summer Yellow  
Union Cottonseed Stearine

### OTHER OILS

Refined deodorized Coconut Oil  
Refined deodorized Peanut Oil  
Refined deodorized Corn Oil

REFINERS

Cotton Linters  
Cottonseed Cake and Meal  
Fulling and Scouring Cottonseed Soap

EXPORTERS

### LARD and SHORTENINGS

Wilcox Lard  
Boar's Head Shortening  
Cottolene  
Snowwhite Shortening  
Fairco Shortening

MANUFACTURERS

## THE AMERICAN COTTON OIL COMPANY

THE N.K. FAIRBANK COMPANY

65 Broadway, New York

Cable Address: "AMCOTOIL"



## Decolorizing and Deodorizing Problems

ARE READILY SOLVED  
BY THE USE OF **SUPER FILTCHAR**

This "bleaching" carbon is so powerful that only very small, or even fractional percentages are necessary to give efficient results. We welcome any opportunity to demonstrate to you its many advantages and our Technical Department is at your service to advise or co-operate. **WRITE FOR FULL PARTICULARS.**

**INDUSTRIAL CHEMICAL CO., Sole Manufacturers**  
FIFTH AVENUE BUILDING, NEW YORK CITY

13@13¼c, and Pacific coast tanks nominal.

**CORN OIL**—Offerings were light and demand was better, but bids were mainly below the market. Crude in barrels New York was quoted at 11½@11¾c, tanks Chicago 9¾c, refined barrels New York 12@12¼c, and cases about \$1.88 per gallon.

**PALM OIL**—There was a slightly better demand in evidence, and the undertone was firm. At New York lagos spot was 8¼c, shipment 8½@8¾c, Niger 6¾c.

**PALM KERNEL OIL**—The market ruled firm, with the strength abroad, and at New York was quoted at 8½@8¾c.

**COTTONSEED OIL**—Demand less active. Prime summer yellow spot barrels New York 12@12½c, bleachable tanks mills 11¼@11½c, southeast crude 10@10¼c, valley and Texas crude 10¼c nominal.

### COTTONSEED OIL EXPORTS.

Cottonseed oil exports from New York from March 1 to March 7, 1922, according to unofficial reports were 1,860 barrels.

If you are looking for a good position watch the "Wanted" page.

## Effect of Agricultural Depression on Fertilizer Industry

By Chas. H. MacDowell, President, The National Fertilizer Association.

In the present readjustment the farmer has been called upon to individually make a greater sacrifice than any of our other citizens.

The farmer's most important problem is to reduce the unit cost to grow what is consumed on his farm in stock feeding or is sold as grown to the outside world. His greatest insurance against loss is a low producing cost. It has long been our boast that we lead the world in the quantity of food produced per man. We must now pay more attention to acre yields per man.

THE FURTHER LOWERING OF THE UNIT COST OF FARM PRODUCTION IS THE FIRST PROBLEM TO BE SOLVED IN GETTING AGRICULTURE STABILIZED AND ON A PROFITABLE BASIS.

The stock grower knows a lot about balanced rations for his stock. The average farmer knows little about balanced rations for his plants. Plants eat. A balanced diet of the right kind of food is as essential in plant nutrition as the variety of plants grown.

Our industry makes and distributes its

goods through some 600 plants located in the consuming sections. It also takes the by-product output of 220 plants principally engaged in making other commodities. It has invested in plants, mines, materials, goods and accounts something like \$300,000,000, not figuring by-product plant investments. Before the war, the demand was increasing about 10% a year. Seven million, five hundred thousand tons were shipped in 1914. In 1921, the agricultural upset reduced the demand and 4,500,000 tons were used. It's no wild guess to estimate that the direct losses in 1921 were not far from \$75,000,000 and that fully that much more is outstanding as past due paper on the combined 1920-21 cotton business alone.

### Materials for Fertilizer Production.

Raw materials for normal fertilizer production are plentiful, with the exception of cottonseed meal, tankage and blood, which are going to the stock feeder. The production of sulphate of ammonia was so stimulated by war needs (it is recovered from by-product coking and gas

## VEGETABLE OILS

Sole Selling Agents for:

"NEUTREX"—REFINED EDIBLE COCOANUT OIL  
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"WINTREX"—COTTONSEED SALAD OIL  
"GRANEX"—REFINED DEODORIZED CORN OIL

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**Cotton Seed Oil**

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New York Stock Exchange  
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Members

New York Cotton Exchange  
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Direct Private Wires to Chicago Correspondents

# HAMLER TANKS

—ARE—

## Meeting the Needs of Industry

**P**ACKERS all over the world have come to learn that this organization can coordinate its knowledge and ability to fit the most exacting requirements of the packing industry.

*Let us figure on your requirements—Let us prove this to you*

**HAMLER BOILER & TANK CO.**  
CHICAGO

**HAMLER**  
TRADE MARK  
**CORRUGATED**  
REG. U.S. PAT. OFFICE  
**FERTILIZER DRYERS**

making), that instead of importing some 89,000 tons as we did in 1914, we now have a normal exportable surplus of from 150,000 to 200,000 tons. Nitrate of soda, a Chilean product, can be obtained as needed and at fair prices. Our phosphate rock reserves are the largest known. We have an ample supply of sulphur for acid production, augmented by zinc and copper smelter by-product acid.

France and Germany have almost inexhaustible deposits of potash salts which are being sold at pre-war prices. The American potash industry, developed during the war, is finding it difficult to compete with foreign sources, as it is mostly produced in the West with rail freights to consuming centers ranging from \$13.00 to \$20.00 per ton, as against a \$3.00 ocean freight from Europe. The Coastal Plains Section along the Atlantic Coast is the largest user of potash. It would further the national interest if a substantial American production of potash could be secured along sound economic lines.

Prices of many fertilizer materials at producing points are down to a pre-war basis. Some materials are selling below production costs. Freight costs in assem-

bling and distributing a ton of fertilizer have a higher ratio to realized value than in most articles of commerce, as fertilizer is a relatively cheap commodity. An eight million ton distribution means about 14,000,000 tons of freight in and out of plants. In the South, freights have advanced approximately 116% since 1914; in the North, 120%. Short haul rates have in some instances gone up 200%. The fertilizer industry is asking the railroads to make a horizontal reduction on fertilizer materials and outbound fertilizer rates of 25%.

The cotton farmer is in the throes of a struggle with the boll weevil. It would look as if the growing of cotton were passing from an extensive field to an intensive garden type of culture, with a pharmaceutical department attached to the farm. A bale to the acre should be the goal.

The fertilizer user in many sections is inclined to buy low analysis fertilizers because they are relatively cheap per ton. He pays dearly for such selection. Higher analysis goods are much cheaper per pound of plant food on the farm. Fertilizers are not shelf goods. They are carried in bulk in plants until needed, when

they are milled, bagged and shipped. The average farm purchase is about 1½ tons in Ohio, 5 tons in New Jersey, Georgia and the Carolinas. The movement is in car lots. The bulk of the tonnage consumed is placed through dealers, although a considerable tonnage is purchased co-operatively or directly by car-lot users.

Co-operative buying has in many instances discouraged the merchant and reduced substantially the amount of fertilizer used. The industry feels that, as far as possible, goods should be sold through merchants, who can best serve both the farmer and the manufacturer and thus reduce the cost of distribution.

The credit situation in the East and Mid-west is not serious. Buyers in these districts in times past have bought largely for cash on arrival or at season's settlement dates. More time business is anticipated this spring, but there should be no difficulty in taking care of the limited credits called for. In the South, however, the situation is serious. The fertilizer industry has been going through serious times. The farmer is its only customer. His buying power is its selling power. It prospers only as he prospers.

**Oscar Mayer & Co.**  
**Packers**

*Approved*

**HAMS - BACON**  
**LARD - SAUSAGES**

**"Unusually Good"**

**Chicago**  
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**Madison**  
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## HOUSE OF A. SILZ

**Purveyors of Foreign and Domestic**  
**Poultry, Game and Meat Specialties**

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**SILZ BUILDING**  
**414-420 WEST 14TH STREET**  
**NEW YORK**

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products broke sharply under pressure from packers, foreign selling, weakness in European markets and material falling off in domestic and export trade. Hogs eased with slightly larger receipts, but the hog tone was strong. There was considerable buying of lard against sales of cottonseed oil.

### Cottonseed Oil.

Cottonseed oil was persistently supported by the leading refining interests and the undertone was firm. Liquidation was readily absorbed, but selling on the whole was light. Crude cottonseed oil eased, selling at 10 cents. Southeast crude offerings generally were light. Cash oil and compound trade were materially quieter, with sentiment very mixed.

Quotations on cottonseed oil at Friday noon were: March, \$11.30@11.50; May, \$11.51@11.53; July, \$11.66@11.67; September, \$11.00@11.85; October, \$11.85@12.00.

### Tallow.

Special loose, sales 6½¢.

### Oleo Stearine.

Sales, 10½¢; extra oleo oil, 11½¢.

## FRIDAY'S GENERAL MARKETS.

New York, Mar. 10, 1922.—Spot lard at New York, prime western, \$12.00@12.10; Middle West, \$11.75@11.85; city steam, \$11.62½¢; refined continent, \$13.50; South American, \$13.75; Brazil, kegs, \$14.75; compound, \$13.75@14.00.

### Marseilles Oil.

Marseilles, Mar. 10, 1922.—Copra fabrique,—fr; copra edible,—fr; peanut fabrique,—fr; peanut edible,—fr.

### Liverpool Provisions Markets.

Liverpool, Mar. 10, 1922.—(By Cable.)—Quotations today: Shoulders, square, 95s; shoulders, picnic, 77s; hams, long cut, 123s; hams, American cut, 124s; bacon, Cumberland cut, 105s; bacon, short backs, 85s; bacon, Wiltshire, 106s; bellies, clear, 82s; Australian tallow, 39@39s 6 d; spot lard, 67s 6d.

### Hull Oil Markets.

Hull, England, Mar. 10, 1922.—(By Cable.)—Refined cottonseed oil, 43s 6d; crude, 39s.

## PORK CUTS AT NEW YORK.

(Special Report of The National Provisioner by H. C. Zann.)

New York, March 8, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 24@25¢; green hams, 8-10 lbs., 27½¢; 10x12 lbs., 26½¢; 12-14 lbs., 26¢; green clear bellies, 8-10 lbs., 20¢; 10-12 lbs., 19¢; 12-14 lbs., 18¢; green rib bellies, 10-12 lbs., 18¢; 12-14 lbs., 17¢; sweet pickled clear bellies, 6-8 lbs., 16½¢; 8-10 lbs., 18¢; 10-12 lbs., 17½¢; 12-14 lbs., 16¢; sweet pickled rib bellies, 10-12 lbs., 17¢; 12-14 lbs., 16¢; sweet pickled hams, 8-10 lbs., 27¢; 10-12 lbs., 26½¢; 12-14 lbs., 25½¢; dressed hogs, 16½¢; city steam lard, 12¢; compound, 13½¢.

Western prices on green cuts are as follows: Pork loins, 8-10 lbs., 19¢; 10-12 lbs., 18¢; 12-14 lbs., 17¢; 14-16 lbs., 16¢; skinned shoulders, 17¢; boneless butts, 25¢; Boston butts, 18@19¢; lean trimmings, 17¢; regular trimmings, 8¢; spareribs, 15¢; neck ribs, 5¢; kidneys, 8¢; livers, 4¢; pig tongues, 14¢; pig tails, 11¢.

## NEW YORK LARD EXPORTS.

Exports of lard from New York from March 1 to March 7, 1922, according to unofficial reports, were 16,347,000 lbs., and greases, 182,000 lbs.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Mar. 10, 1922, show exports from that country were as follows: To England, 95,098 quarters; to the Continent, 26,890; to other ports, none. Exports for the previous week were as follows: To England, 43,816 quarters; to the Continent, none; to other ports, none.

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, March 4, 1922, are reported to The National Provisioner as follows:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,319	13,300	13,567
Swift & Co.	5,782	16,300	15,121
Morris & Co.	4,827	11,500	9,294
Wilson & Co.	3,827	10,100	7,965
Anglo-Amer. Prov. Co.	438	7,500	.....
G. H. Hammond Co.	2,700	8,000	.....
Libby, McNeill & Libby	603	.....	.....

Brennan Packing Co., 7,300 hogs; Miller & Hart, 5,900 hogs; Independent Packing Co., 6,200 hogs; Boyd, Lunham & Co., 6,500 hogs; Western Packing & Provision Co., 14,700 hogs; Roberts & Oake, 6,300 hogs; others, 15,000 hogs.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,908	745	5,848	4,728
Cudahy Packing Co.	2,582	610	4,456	5,271
Fowler Packing Co.	589	.....	.....	.....
Morris & Co.	3,106	781	6,272	2,155
Swift & Co.	3,110	746	6,657	3,795
Wilson & Co.	3,071	265	5,990	2,995
Local butchers	695	272	1,222	68

### OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,685	5,008	2,740
Swift & Co.	2,808	7,800	4,671
Cudahy Packing Co.	2,595	10,270	4,777
Armour & Co.	2,751	8,463	6,165
Ogden Packing Co.	.....	411	.....
Swartz & Co.	1,480	11,383	.....
J. W. Murphy	.....	.....	3,926
Others	2,508	.....	.....
Dold Packing Co.	883	3,716	.....

Note—Five-day week at Omaha.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,135	6,414	1,179
Swift & Co.	2,728	8,552	1,004
Morris & Co.	386	.....	128
St. Louis D. R.	2,248	.....	65
Independent Packing Co.	1,041	329	.....
East Side Packing Co.	243	2,758	.....
Hell Packing Co.	22	1,810	.....
Krey Packing Co.	95	498	.....
American Packing	40	1,034	25
Siedorf Packing Co.	.....	148	.....
Butchers	6,644	35,302	11,457

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 4, 1922:

### CATTLE.

	Cattle.	Hogs.	Sheep.
Chicago	30,533	.....	.....
Kansas City	19,475	.....	.....
Omaha	14,488	.....	.....
East St. Louis	5,472	.....	.....
St. Joseph	6,541	.....	.....
Sioux City	4,490	.....	.....
South St. Paul	11,300	.....	.....
Philadelphia	2,695	.....	.....
New York and Jersey City	9,948	.....	.....
Oklahoma City	2,917	.....	.....

### HOGS.

	Cattle.	Hogs.	Sheep.
Chicago	124,545	.....	.....
Kansas City	29,150	.....	.....
Omaha	44,589	.....	.....
East St. Louis	28,581	.....	.....
St. Joseph	32,872	.....	.....
Sioux City	22,386	.....	.....
Cudahy	9,300	.....	.....
Cedar Rapids	9,100	.....	.....
Ottumwa	14,028	.....	.....
South St. Paul	36,837	.....	.....
Fort Worth	9,800	.....	.....
Philadelphia	14,604	.....	.....
Indianapolis	25,000	.....	.....
New York and Jersey City	47,352	.....	.....
Oklahoma City	9,259	.....	.....
Milwaukee	8,600	.....	.....
Cincinnati	13,900	.....	.....

\*Figures for period Feb. 27 to March 4, 1922.

### SHEEP.

	Cattle.	Calves.	Sheep.	Hogs.
Chicago	47,260	.....	.....	.....
Kansas City	18,970	.....	.....	.....
Omaha	20,844	.....	.....	.....
East St. Louis	2,284	.....	.....	.....
St. Joseph	13,446	.....	.....	.....
Sioux City	1,859	.....	.....	.....
South St. Paul	3,737	.....	.....	.....
Philadelphia	4,832	.....	.....	.....
New York and Jersey City	34,457	.....	.....	.....
Oklahoma City	64	.....	.....	.....

## RECEIPTS AT CENTERS.

SATURDAY, MARCH 4, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	500	6,000	500
Kansas City	200	1,000	300
Omaha	800	6,500	300
St. Louis	300	6,000	.....
St. Joseph	100	1,000	200
Sioux City	400	4,500	300
St. Paul	400	2,600	.....
Oklahoma City	200	800	.....
Fort Worth	400	1,000	.....
Milwaukee	100	1,000	.....
Denver	500	400	8,000
Louisville	100	1,800	100
Wichita	200	500	200
Indianapolis	200	3,000	100
Pittsburgh	100	1,000	400
Cincinnati	400	2,500	100
Buffalo	100	2,000	400
Cleveland	200	1,500	600
Nashville, Tenn.	100	1,500	.....
Toronto	400	600	.....

MONDAY, MARCH 6, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	60,000	11,000
Kansas City	9,000	12,000	8,000
Omaha	7,500	9,000	6,000
St. Louis	5,000	13,500	1,000
St. Joseph	2,300	9,000	3,000
Sioux City	4,000	2,500	1,000
St. Paul	4,200	12,000	2,000
Oklahoma City	2,200	3,500	.....
Fort Worth	1,700	3,500	.....
Milwaukee	200	500	100
Denver	4,000	1,000	5,600
Louisville	400	1,500	100
Wichita	1,500	1,200	500
Indianapolis	600	2,000	600
Pittsburgh	1,200	8,000	2,500
Cincinnati	1,000	6,700	300
Buffalo	2,500	13,000	11,000
Cleveland	2,000	6,000	.....
Nashville, Tenn.	100	1,500	.....
Toronto	2,800	700	200

TUESDAY, MARCH 7, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	26,000	20,000
Kansas City	10,000	9,000	8,000
Omaha	6,700	12,000	8,000
St. Louis	3,000	11,500	2,000
St. Joseph	2,500	6,000	500
Sioux City	2,200	11,000	200
St. Paul	800	1,700	.....
Oklahoma City	1,500	2,500	.....
Fort Worth	800	3,500	.....
Milwaukee	2,000	1,500	15,500
Denver	300	1,400	100
Louisville	800	4,000	100
Wichita	800	1,000	200
Indianapolis	500	3,000	200
Pittsburgh	100	1,800	2,200
Cleveland	100	1,500	500
Nashville, Tenn.	100	1,000	.....
Toronto	1,100	1,300	100

WEDNESDAY, MARCH 8, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	15,000	10,000
Kansas City	7,000	9,000	9,000
Omaha	9,400	14,500	12,000
St. Louis	3,600	10,000	1,500
St. Joseph	3,000	10,000	2,500
Sioux City	2,500	8,000	500
St. Paul	3,500	13,500	1,500
Oklahoma City	800	4,800	.....
Fort Worth	1,500	3,000	500
Milwaukee	300	1,000	100
Denver	1,500	1,400	15,500
Louisville	300	2,000	.....
Wichita	300	2,000	.....
Indianapolis	700	5,000	100
Pittsburgh	100	1,500	500
Cincinnati	700	3,800	300
Buffalo	200	1,500	200
Cleveland	200	3,000	500
Nashville, Tenn.	100	2,000	.....
Toronto	1,300	1,200	100

THURSDAY, MARCH 9, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	23,000	17,000
Kansas City	3,500	5,500	3,000
Omaha	4,800	14,000	12,000
St. Louis	1,700	8,500	.....
St. Joseph	1,300	5,500	2,800
Sioux City	2,500	11,000	1,000
St. Paul	1,800	8,000	700
Oklahoma City	800	2,000	.....
Milwaukee	700	2,000	200
Denver	1,200	2,000	1,700
Indianapolis	800	5,000	100
Pittsburgh	1,000	1,500	500
Cincinnati	1,000	5,000	300
Buffalo	.....	800	1,200

FRIDAY, MARCH 10, 1922.

	Cattle.	Calves.	Sheep.	Hogs.
Chicago	3,500	27,000	6,000	.....
Kansas City	500	2,000	1,000	.....
Omaha	1,000	8,500	2,000	.....
St. Louis	600	11,000	400	.....
St. Joseph	600	3,200	3,000	.....
Sioux City	1,600	7,000	1,500	.....
St. Paul	1,800	13,500	500	.....
Oklahoma City	400	1,500	.....	.....
Fort Worth	2,000	3,000	800	.....
Milwaukee	100	400	100	.....
Denver	600	600	4,800	.....
Indianapolis	700	6,000	200	.....
Pittsburgh	.....	2,000	300	.....
Cincinnati	.....	5,000	200	.....
Buffalo	200	5,600	6,000	.....

## NEW YORK LIVESTOCK.

Receipts for week ending Saturday, March 4, 1922:

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	3,249	8,295	15,812	7,992
New York	912	3,264	2,799	22,042
Central Union	3,276	775	9,972	150
Total for week	7,437	12,334	28,583	30,184
Previous week	9,444	12,145	33,269	38,727
Two weeks ago	8,755	9,981	32,762	26,387



# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES** active. One packer formerly declining to participate in the general movement booked 12,000 Jan.-Feb.-March kill at going rates, selling Texas at 12c, butts 12c and Colorados at 11c; also moved 6,000 Dec. free of strike, Texas at 12½c and Colorados at 11c. Moderate inquiries are noted and demand seems to be broadening. Sellers still carry ample lines. Natives quoted 13c; Texas 12c; butts 12c; Colorados 11c; branded cows 10c; heavy and lights cows 11c last paid. Buyers' views about 10c on lights alone. Native bulls 7½c; branded 6c. Small packers 10c paid and nominal for current take-off. Stocks moderate.

**COUNTRY HIDES**—Relatively quiet with operators feeling their way on account of the uncertainty of the future. Sellers as a rule continue to talk old or fairly steady prices for their goods and see no need of running for cover at this time. Sales were recently effected in grub free extremes at 10c in this section and business was done in Ohio and similar quality goods at 10½c. Local dealers as a rule demand 10½c and better for the grub free varieties and do not seem at all anxious to sell or perturbed regarding sale of such quality hides. The heavier weight hides are somewhat slow to sell but values are considered fairly steady. Buff weights are generally talked at 8c while buyers' views are at 7½c. All weights of seasonal country hides are quoted at 7½@8c Chicago basis for business. Heavy steers are quoted at 9½@10c nominal; heavy cows and buffs quoted at 7½@8c with the outside generally asked; extremes are quoted at 9@10c for business; sales in this range for quality involved. Branded country hides are quoted about 6c flat basis. Country packer branded hides 7½@9c for quality; bulls quoted about 6c; country packer

bulls at 7@7½c and glue hides at 3½@4½c.

**NORTHWESTERN HIDES** quiet. Business is slow owing to the rather limited supplies of hides available for sale. Light hides are available at 10c containing few as well as free of grubs. Efforts to secure hides at under 10c have been futile so far. Heavier hides are quoted about 7½@8c and all weights about 8c for business. Bulls are quoted at 6@6½c with the outside hard to get. Kipskins range at 8@10c; calfskins at 10@12c and horse hides \$3.00@3.25 flat f. o. b.

**CALFSKINS** quiet and waiting. No new business is passing as far as can be learned. Local cities are quoted unchanged at 16c the last sales figure. Offerings are relatively small and usually held for a little more money. Packer skins quoted at 17@17½c nominal; outside city skins quoted up to 16c for first salted lots and 13@15c on the resalted varieties. Country kinds range at 10@12c; deacons 8½c@11.10; kipskins quoted 14@14½c for fresh stock; resalted lots quoted about 11@13c and countries at 8@10c.

**DRY HIDES**—Western all weights quoted 12@13c asked.

**HORSE HIDES** easy. Fresh renderer hides are quoted top about \$5.75, while buyers are loath to better \$3.50 as a rule. Choice mixed hides are quoted about \$3.00 @3.50 with the outside hard to get. Country lots are quoted down to \$2.25 for aged lots. Demands are extremely limited and supplies appear rather ample.

**SHEEP PELTS** quiet. Packer sheep and lambskins are quoted \$2.40 lately paid with market well cleaned up. Small packer stock quoted about \$2.00@2.25 for business and country lots at \$1.25@1.50 avg. Dry Western pelts range at 10@13c; pickled skins at \$3.25@4.50 per dozen for quality involved and goatskins 40@80c.

**HOGSKINS**—Country run 15@30c; rejects half; strips 4@5c.

## New York.

**PACKER HIDES**.—No new business noted since the movement of ample proportions early in the week on a basis of 13c for native steers, 12c for butts and 11c for Colorados and cows. A couple of cars of March spreads sold as noted yesterday at 14½c and some bulls made 7c again; brands recently moved at 6c.

**SMALL PACKER HIDES**.—No change is noted. Current slaughter all weight hides quoted 10c for business and steers at 11½c last paid. Buyers appear mildly interested at these levels. Holdings are moderate and usually confined to late take-off. Bulls and brands, 7@7½c.

**COUNTRY HIDES**.—Quietness still rules on account of traders generally wanting to watch developments for the effect the recent volume movement in packer hides would have on the country hide prices. Mid-west grub free extremes are available at 10@10½c; mildly grubby lots from choice sections held at 9½@10c; ordinary extremes are quoted at 9@9½c with the inside about buyers' views. Buff weights are quotable at 7½@8c with the outside usually asked for mildly grubby current receipt lots. Offerings of grub free hides are few and holders usually talk 8½c.

**CALFSKINS**.—Easiness is apparent but no manifestation of same can be cited. Supplies are freely offered in trimmed N. Y. city skins at \$1.45@1.95@2.45 and tanners think bids at 5c less, if formally made, would secure stock. Two cars of medium and heavy skins sold at \$1.85@2.45. Outside city skins are selling in a small way at \$1.20@1.45@1.70. Untrimmed skins quoted 15@16c nominal; kips, \$3.30@3.85.

## OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., March 8.

The week's rather liberal supplies of corn fed cattle have met with a broad demand at prices that compare very favorably with a week ago. Best beefs both heavy and light suitable for shippers have shown some improvement selling at \$8.25 @8.75. On the plainer cattle selling around \$7.50@8.00, there has been very little change, and the same holds true of the commoner warmed up lots selling at \$6.50 @7.25. The latter in many cases bring more as feeders than as beef. The market for cows and heifers has been broad and strong and most of the time. Choice heifers are quoted at \$6.75@7.50, and best cows at \$6.00@6.75. Bulk of the butcher and beef stock is going at a spread of \$5.00@6.00, with canners and cutters at \$3.00@4.50. Values in general on desirable beef steers and cows are the highest of the year to date.

No great change has taken place in the hog market, and prices today are in substantially the same notches as a week ago. Both local packers and eastern shippers maintain a very bearish attitude towards the market on account of the fact that hogs are selling much higher than provisions, but with receipts at all markets of moderate proportions and a healthy demand for both fresh and cured meats, the general demand has been sufficient to absorb the offerings on a steady basis.

With 14,000 hogs here today there was a 10@15c decline in prices. Best light weights brought \$10.80, as against \$10.85 last Wednesday, and bulk of all the hogs sold at \$10.40@10.65, as against \$10.60@10.80 a week ago.

Although sheep and lambs had recovered part of last week's sharp decline the market is still somewhat lower than it was at the best time a week or ten days ago. Fat lambs are now selling at \$14.50 @15.50, yearlings at \$10.00@13.00, wethers at \$8.00@10.00 and ewes at \$6.00@9.00.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Mar. 9, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
<b>STEERS:</b>				
Choice	\$14.50@15.00	\$14.00@14.50	\$15.00@15.50	\$14.50@15.00
Good	13.50@14.00	13.50@14.00	13.50@14.00	13.50@14.00
Medium	12.00@13.00	13.00@13.50	13.00@13.50	12.50@13.50
Common	10.00@11.00	12.00@12.50	12.00@13.00	11.50@12.50
<b>COWS:</b>				
Good	10.00@10.50	11.00@11.50	10.50@11.50	11.00@12.00
Medium	9.00@10.00	10.00@11.00	9.50@10.00	10.00@11.00
Common	8.50@9.00	9.00@10.00	9.00@9.50	9.00@10.00
<b>BULLS:</b>				
Good	8.00@9.00	8.00@9.00	8.00@9.00	8.00@9.00
Medium	7.50@8.00	7.50@8.00	7.50@8.00	7.50@8.00
Common	7.00@7.50	7.00@7.50	7.00@7.50	7.00@7.50
<b>Fresh Veal—</b>				
Choice	16.00@17.00	16.00@17.00	20.00@22.00	16.00@17.00
Good	15.00@16.00	15.00@16.00	16.00@18.00	18.00@20.00
Medium	14.00@15.00	14.00@15.00	15.00@16.00	16.00@18.00
Common	11.90@13.00	12.00@13.00	12.50@14.00	12.00@16.00
<b>Fresh Lamb and Mutton—</b>				
<b>LAMBS:</b>				
Choice	28.00@29.00	27.00@28.00	28.00@29.00	30.00@31.00
Good	27.00@28.00	26.00@27.00	27.00@28.00	28.00@30.00
Medium	25.00@27.00	25.00@26.00	25.00@26.00	27.00@28.00
Common	22.00@25.00	23.00@24.00	22.00@24.00	25.00@26.00
<b>YEARLINGS:</b>				
Good	17.00@18.00	17.00@18.00	17.00@18.00	20.00@22.00
Medium	15.00@16.00	15.00@16.00	15.00@16.00	18.00@19.00
Common	11.00@14.00	12.00@14.00	14.00@15.00	14.00@17.00
<b>Fresh Pork Cuts—</b>				
<b>LOINS:</b>				
8-10 lb. average	18.50@19.50	19.00@19.50	20.00@21.00	19.00@21.00
10-12 lb. average	17.50@18.50	18.50@19.00	19.00@20.00	19.00@20.00
12-14 lb. average	16.50@17.50	17.50@18.00	18.00@18.50	18.00@19.00
14-16 lb. average	15.50@16.50	16.00@17.00	17.00@17.50	17.00@18.00
16 lb. over	15.00@15.50	15.00@16.00	16.00@17.00	16.00@17.00
<b>SHOULDERS:</b>				
Plain	14.50@15.50	14.50@15.50	17.00@18.00	16.00@17.00
Skinned	14.50@15.50	14.50@15.50	17.00@18.00	16.00@17.00
<b>PICNICS:</b>				
4-6 lb. average	14.00@14.50	16.00@16.50	15.00@16.00	15.00@16.00
6-8 lb. average	13.00@13.50	15.50@16.00	15.00@16.00	15.00@16.00
<b>BUTTS:</b>				
Boneless	16.50@17.50	16.50@17.50	18.00@20.00	16.00@17.00
Boston style	16.50@17.50	16.50@17.50	18.00@20.00	16.00@17.00

\*Veal prices include "hide on" at Chicago and New York.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by the U. S. Bureau of Markets.)

Union Stockyards, Chicago, Ill., Mar. 9.

Receipts were moderately liberal locally and at outside points, the ten market aggregate for the expired portion of the week showing an increase of over 14,000 as compared with the corresponding period a week ago. Chicago's receipts, at around 52,200, were nearly 8,700 more than the first four days last week.

Under fairly broad outside demand, in face of a more or less sluggish dressed beef trade, fat cattle worked into a more definite profit making position for feeders. Beef steers closed steady to around 10 or 15c higher than a week ago. Eastern order buyers were on the market all week for good to choice steers of medium to strong weight, often paying the day's highest prices for their selections, while common and medium killing steers showed much loss in today's trade, many of these selling on a level with a week ago. Exporters were fairly active for steers valued around \$8.25@8.75, and took about 1,000 during the week so far.

The quality of beef steers continued to improve. Practically no steers went into dressed beef channels below \$7.00, while a number of loads grading good and choice sold above \$9.00. With the exception of a few odd lots of strictly choice yearlings and long yearlings which reached \$9.50, the top on beef steers was \$9.40 for long-fed choice bullocks averaging from 1,428 up to 1,603 lbs. Other choice steers, averaging around 1,400 to 1,500 lbs., brought \$9.35 and \$9.25, the majority of these finding shipper outlet. The best yearlings in load lots went at \$9.10. Sales from \$8.75 to \$9.00 were fairly numerous and the bulk of beef steers cleared at \$7.65@8.75.

Fat she stock found liberal demand both from local killers and shippers, and values advanced 25@50c with the better grades of fat cows and heifers showing the most gain. Fat heavy cows of choice quality sold around \$7.00, and a few exceptional individuals as high as \$7.50. Choice light heifers in load lots, mostly yearlings, went at \$8.00@8.75. The general run of beef cows and heifers was of quality and condition to sell around \$5.00@5.65 during the week. Cannery and cutters shared the light end of the week's advance and sold generally within a spread of \$3.45@4.00 with only shelly cannery below \$3.00 and a few steers in good flesh condition as high as \$4.25 and better.

Bulls showed no change from the week previous, the trade being slow but steady throughout. Bolognas sold mostly at \$4.25@4.40 with heavy sausage bulls at \$4.50 and common kinds around \$4.00 with only thin light bulls on the canner order below the latter figure. Fat heavy bulls found outlet around \$4.75@5.00 with yearlings upward to \$6.50, according to quality and condition.

The supply of veal calves was liberal, indicating the seasonal spring run of light vealers and packers were insistent bears, breaking the market particularly

on medium and common grade stuff averaging around 90 to 110 lbs., and these grades stand generally 50c lower than the week previous. Today packers bought the bulk of vealers which were principally light weights around \$9.00@9.50, while shippers creamed the crop of choice handyweight calves which were scarce, at \$11.00@11.50 and higher.

(Continued on page 41.)

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 8.

Though cattle receipts were liberal for Wednesday at this season of the year, prices showed small net changes from Tuesday's average. Demand was active. Eastern buyers continued to fill orders for good weighty steers. Hog prices declined 15 to 25 cents and the price level fell below \$11.00 for the first time in two weeks. Sheep and lambs sold readily at steady prices.

Receipts today were 7,000 cattle, 9,000 hogs and 7,000 sheep, compared with 5,000 cattle, 5,000 hogs and 4,000 sheep a week ago, and 5,275 cattle, 7,832 hogs and 7,807 sheep a year ago.

Choice to prime steers sold at \$8.50 to \$8.90, good to choice \$7.75 to \$8.50, and fair to good \$7.25 to \$7.75. Prices today were steady with Tuesday and about \$1.00 above the January level. Demand from Atlantic seaboard cities and export demand is crowding local killers for the better classes of steers. Heavy fat steers are rather scarce and indications are that prices will advance. Cows and heifers were steady. Prime cows are selling up to \$6.50. Veal calves were 50 cents lower due to sharp declines in Chicago. Receipts on more eastern markets are being increased from dairy districts.

Hog prices declined 15 to 25 cents, more down to 15 than 25 cents. At the decline trade was active. The top price was \$10.95, and bulk of sales \$10.65 to \$10.90. Pigs sold at \$9.75 to \$10.50. There is no indication that the market will continue on the down grade. Receipts are small and demand is large.

Prices for sheep and lambs held steady with Tuesday's average with trade active. Most of the fat lambs sold at \$15.00 to \$15.35. Sheep were scarce. About half the receipts were Texas feeding lambs on through billing.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill. March 8.

Moderate receipts continue to be the rule. The run this week in the cattle yards totaled 19,000 and a large percentage of these were calves and short yearlings. A stronger trend in prices has characterized the trading for the entire period, and while the advance for the week is perhaps not more than 25@50c, the strength of the market has been apparent continuously.

Several lots of good heavy cattle have gone to scale between \$8.25@8.40, and on Wednesday three loads of 1,500-lb. Mis-

souri fed steers brought \$9.00, the highest price paid since the holidays. The bulk of the killing steers ranges from \$7.25@8.00, with the light and common kinds ranging from \$5.50@7.00. In the yearling class, \$8.50 is the top for the week for car lots, but there were not many that sold up to \$8.00. The bulk of the run was light and indifferent in quality and sold for the most part from \$5.50@7.00.

The bulk of the butcher cows is \$4.25@5.75 with the best heavy kinds bringing \$6.00@6.50. A few fancy cows in small lots, sold to city butchers, brought a trifle more money. The light receipts have resulted in very good demand for stockers and feeders; they were selling mainly from \$5.50@6.90, with a few very good ones going up to \$7.15.

For the week so far there were receipts of 67,000 hogs and the quality fair to good. The market for the period has been somewhat uneven but today it averages around 25c higher than a week ago. Hogs ranging in weight from 160 to 220 lbs. are bringing the top price, followed closely by those weighing from 230 to 250 lbs. The strong weight hogs are not doing so well. Rough hogs have been in active and strong demand during the entire week and some sales in this class indicate a 15 or 20c advance over the general advance of the market.

Today's quotations are: Mixed and butchers, \$11.20@11.40; good heavies, \$11.10@11.45; roughs, \$9.25@9.85; lights, \$11.25@11.45; pigs, \$9.75@11.00; bulk, \$11.20@11.40.

The sheep run for the period totals a little over 6000. No choice native ewes were received, but the right kind would easily sell up to \$8.50 or better. On Tuesday a string of three double decks of Colorado ewes averaging 102 pounds brought \$9.00; they were strictly good but could hardly be called prime. Medium and heavy native ewes are ranging from \$7.00@7.50.

The lamb market is active and steady with a top of \$16.00 paid on good fed western lambs. The bulk of the best killers are selling around the \$15.75 market with plain to medium lambs going at \$13.75@15.00. Culls range from \$10.00 to \$11.00.

## J. W. MURPHY OMAHA Buyer of Hogs on Order

SPECIAL ATTENTION GIVEN  
YOU WILL BE PLEASED

6 COMPETENT BUYERS  
7 ASSISTANTS

We Handle Hogs Only

Utility and Cross Cypher

Commission for Buying:  
\$5.00 per D. D. \$4.00 per S. D.

Reference: — Any Meat Packer

## Order Buyers of Fat Cattle

Omaha Cattle Figure Best

Frank Anderson & Son

Buyers of Cattle Only

Stock Yards Station OMAHA, NEB.

Reference: Live Stock, National Bank

## We Buy Hogs on Commission

for many of the best packers in the country STRICTLY AS AN ORDER FIRM.  
Since our establishment in 1900 we have rendered most efficient service in buying for our customers.

## Results Tell the Story

For reference: Any of our customers or Merchants National Bank, Indianapolis.

McMURRAY & JOHNSTON

LIVESTOCK PURCHASING AGENTS

U. S. YARDS INDIANAPOLIS INDIANA



# ICE AND REFRIGERATION

## ICE NOTES.

W. D. Craig will establish an ice plant at Chesterfield, S. C.

The St. Mary's Ice Co. will build a plant at St. Mary's, W. Va.

Lincoln, Neb., is planning to establish a municipal ice plant.

The Joplin Ice Co., Joplin, Mo., has been incorporated with a capital of \$25,000.

The Davidson Ice Co., Davidson, N. C., has been incorporated with a capital of \$10,000.

The Wilson Ice Co., Wilson, Okla., has been organized with a capital stock of \$20,000.

The Northern Cold Storage Co. at Green Bay, Wis., has been incorporated with a capital of \$25,000.

L. C. Brown, Athens, Ga., is going to erect a cold storage plant in connection with his abattoir.

The Ice Delivery Co., Aberdeen, Wash., has been chartered to manufacture and retail artificial ice.

Fort Worth, Tex., is to have a new \$70,000 ice plant in the near future, according to reports.

The Arlington Ice Co., Arlington, Tex., has been incorporated with a capital of \$30,000 by John P. King, E. P. Maddox and Dr. W. H. Davis.

The Orange Ice, Light & Water Co., Orange, Tex., expects to add about \$50,000 worth of equipment to its plant.

The Leeds Manufacturing Co., Leeds, Ala., has been incorporated with a capital of \$12,000 by Frank R. Hurst and others.

Plans are perfected for modernizing the Tacoma Ice & Refrigerating plant Tacoma, Wash. The sum of \$250,000 will be expended.

The Paintsville Ice Co., Paintsville, Ky., has been incorporated with a capital of \$20,000 by John Rice, W. R. and T. J. Davis.

The Atlantic Ice & Cold Storage Co., Kirkwood, Ga. is contemplating the erection of a new cold storage plant costing \$40,000.

The United Ice & Coal Co. will build an ice manufacturing plant at Harrisburg, Pa. Two 5,000-ton storage houses will also be included.

A new ice plant has been opened at Henry, Ill., known as the Henry Artificial Ice Co. C. M. Lucas and John Fehring are the owners.

John F. Gaynor, Hinmann R. Root and others, Blount Building, Pensacola, Fla., are planning to erect a new ice plant at Cantonment, Fla.

The Middletown Ice Corporation was recently organized and will build a 25-ton ice plant with 1,000-ton storage capacity at Middletown, Pa.

The O. G. Stubbs Ice Co., Dallas Tex., has been incorporated with \$100,000 capital stock. The incorporators are C. G. Stubbs, H. H. Hall and M. S. Church.

The Rosenberg Light & Ice Co. is replacing its plant at Wharton, Tex., which was destroyed by fire last year. About \$125,000 will be expended on the plant.

The Consumers Ice Co., Sacramento, Cal., will build a new ice plant shortly which will cost about \$100,000, according to Walter Bassett, vice-president of the company.

The Valley Ice Co., care of W. H. McGraw, 1121 Julia street, New Orleans, La., is planning to erect a new ice plant of 100 tons capacity at an estimated cost of \$30,000.

The San Antonio Retail Ice Dealers' Association, San Antonio, Tex., has been organized with the following officers: F. C. Noessel, president; J. E. Coggsall, vice-president; A. Y. McCall, secretary, and A. M. Joman, treasurer.

## DOLD EMPLOYES' RELATIONS.

(Continued from page 20.)

the Dold-Quality Employees Mutual Protective Association was therefore formed on October 1, 1914, and the original constitution and by-laws show that the 50-50 spirit was always uppermost in the management's mind.

The association provides for a death benefit of \$1,000 to the beneficiaries of each member in good standing, and sick benefit of \$5 per week for a period of eight weeks although it is discretionary with the executive board to extend the time of benefits as they deem it proper and worthy. First aid with trained nurse attendance is also provided, as well as physician's services, in order that the employee's health and life may be protected and guarded as fully as possible.

Since the organization of this association the following recapitulation of warrants drawn on the treasury will furnish a more comprehensive idea of the protection and benefits accruing to the members of this association: Sick and medical benefits, \$11,787.38; death benefits, \$39,585.70; total, \$51,373.08.

The treasury is supported from the employee members only by 50 cents per capita per month, the balance being paid by the Jacob Dold Packing Co. The Jacob Dold Packing Co. equipped a large and modern restaurant, which they turned over to the association with free rent, light and heat, and all profits made are turned into the treasury fund of the association, and in addition they guarantee the association from any losses which they might incur. A cigar and candy stand was turned over on the same basis. That one might better fully understand the 50-50 spirit of the company, the actual figures of the cost of the insurance and benefits thus maintained, will better tell the story. The employees pay one-sixth of the premium costs and the company five-sixths.

The officers and directors of the association are: J. J. Cuff, president; T. Madden, vice-president; F. W. Drake, secretary; E. Kleber, assistant secretary; A. W. Kuehner, treasurer; E. Nolan, sergeant-at-arms. Directors: J. J. Dolphin, chairman; James Harris, Fred Stoldt, E. Grabowski; F. Huenemiller, J. P. Morgan, Geo. Havelish.

The progress and results of the association proved very satisfactory and beneficial, but the meetings of necessity became mostly business, with an occasional entertainment, and so still feeling the need of some social and entertainment association, the organization of the Dold-Quality 50-50 Club occurred and its first regular meeting took place on April 2, 1918. The results of the carrying out of this idea are outlined at the beginning of this article.

## BRINE SPRAY HEADS

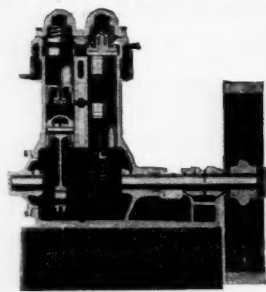


"Sprit" Brine nozzles insure better distribution, uniform spray, and uninterrupted service—For these reasons they have been adopted as standard by most of the leading packers employing the Brine Spray System.

Write for Bulletin No. 5

BINKS SPRAY EQUIPMENT CO., 3126 CARROLL AVE., CHICAGO, ILL.

FORMERLY: STAR BRINE WORKS.



Section of YORK Enclosed Ammonia Compressor showing simplicity of construction.

## YORK Enclosed Ammonia Compressors are designed and constructed for the BUTCHER.

—who wants a Refrigerating Machine of moderate initial cost, that is reliable under all conditions—does not require a skilled operator, nor an experienced mechanic to make repairs. All parts of the York Enclosed Compressors are made to jigs and templates, insuring the fit of repair parts. The simplicity of construction makes it possible for any Butcher to personally take care of a York Refrigerating Machine. Write us for detailed information and prices.

**YORK MANUFACTURING CO.**  
Ice Making and Refrigerating Machinery Exclusively  
**YORK PENNA.**





## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

## BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

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Atlanta—M. & M. Warehouse Co.  
Baltimore—Werning, Moving, Hauling & Storage Co.; Frank R. Small, 619 Equitable Bldg.  
Boston—G. W. Goerner, 40 Central St.  
Buffalo—Central Supply Co.; Keystone Warehouse Co.  
Chicago—Ernest O. Heinsdorf, Chemical Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.

El Paso—R. E. Huthstainer, 615 Mills Bldg.  
Jacksonville—Jacksonville Whse. & Distributing Co.  
Mexico, D. F.—Ernest O. Heinsdorf.  
New York—Roesler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 26 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailliard & Schmiedel.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.  
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AMMONIA COMPRESSOR  
IS USED IN THE VOGT  
COMPRESSION SYSTEM

## TO USERS OF REFRIGERATION

Your plant conditions demand either the Absorption or Compression type of refrigerating equipment. Let us aid you with our experience in selecting the machine which fits your requirements, assuring you the most efficient and economical service.

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## Refrigerating Equipment

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HENRY VOGT MACHINE CO.

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MANUFACTURERS OF ICE AND REFRIGERATING EQUIPMENT—DROP FORGED STEEL VALVES AND FITTINGS—WATER TUBE AND HORIZONTAL RETURN TUBULAR BOILERS—OIL REFINERY EQUIPMENT.



BRANCH OFFICES  
NEW YORK — CHICAGO  
TULSA, OKLA.

### INCREASING MEAT CONSUMPTION.

(Continued from page 19)

"There has been a decrease in the ratio of livestock to human population during the last 30 years, but inasmuch as animals are now matured for market more rapidly, the disparity in the numbers shown on the farms now and at decennial periods of the past are not quite as significant as the actual decline in consumption per capita.

"There seem to be ample supplies to meet present demands. I do not think there is any real overproduction, but I am satisfied there is an underconsumption of meat and its products in the world at this time."

#### Why Less Meat Consumption.

Why meat consumption had decreased was discussed as follows:

"Many reasons have been advanced for the general decline in consumption of meat. Among the commonly accepted reasons are that retail prices have not sufficiently followed the declines of livestock values and the wholesale prices of the products; that war-time conservation propaganda has affected it; that there is a tendency of nations to convert less grain into meat as the nation grows older.

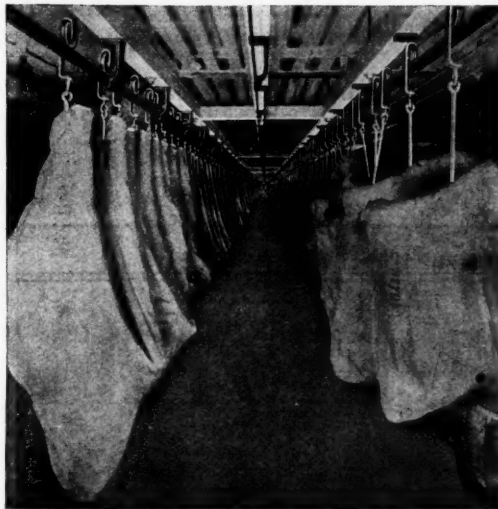
"While these and similar reasons may have been contributory factors during the past two years, yet there must be other vital reasons because consumption per capita has been declining for two decades and is not a mere consequence of present economic conditions.

"One of the outstanding factors operative for the last two decades has been the fostering and development by propaganda of an impression that meat is harmful to the health. In this connection, meat has been misrepresented in a damaging fashion and in a widespread way.

"The food value of meat has been misstated, its place in the diet minimized and its healthfulness challenged. People are naturally sensitive to any propaganda relating to their health. They are quick to avoid foods said to be harmful. In this way the public, no doubt, has been materially influenced.

"Almost every other food interest has

## Service that Satisfies



Interior of a Sharp Freezer Room

**United States Cold Storage Co.** Pershing Rd. & Hoynes Ave. Chicago, Ill.  
CHICAGO JUNCTION RAILROAD DELIVERY

In brief, this is the reason for the existence of this most modern and efficient cold storage plant.

When sending your products to us for storage you can depend on PROMPT ATTENTION, SATISFACTORY SERVICE and CHEERFUL CO-OPERATION.

Best facilities for handling your business.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**

Glenwood Avenue  
West of 72nd St.

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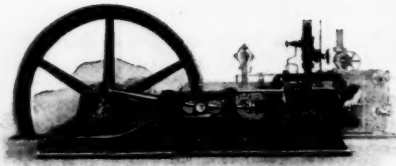
## Freezer and Cooler Rooms for the Meat and Provision Trade

Specialists in CORK INSULATION

Details and Specifications on request

39 Cortlandt St. **Morrow Insulating Co., Inc.** NEW YORK

# TRIUMPH REFRIGERATION ASSURES Lower Operating Costs



Why not produce your product on a more profitable basis and at the same time increase its quality?

You can.

Send us your address and we will send you the answer.

**THE TRIUMPH ICE MACHINE CO.**  
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"True in the Long Run"



## JAMISON'S STANDARD TRACK DOOR

A powerfully constructed, thoroughly insulated Cold Storage Door for Packing Houses, Abattoirs and all plants where overhead rails are in use.

May we send you catalog 10?

**Jamison Cold Storage Door Co.**

Formerly  
Jones Cold Storage Door Co.  
Hagerstown, Maryland U. S. A.

made invidious comparisons of its products with ours to the disparagement of meat. Many of these comparisons have not reflected the truth from a scientific standpoint."

### Spreading Meat Facts.

These reasons for decreased meat consumption had made it necessary for the packers through the Institute of American Meat Packers to spread the value of meat by selling and advertising, namely, the selling of an idea and facts. Describing in a comprehensive way the work of the Institute in aiding the campaign to increase meat consumption and reinforcing the place of meat in the diet, Mr. Heine-mann spoke as follows:

"The Institute has created a committee on nutrition to carry on just the kind of work implied by its name. The members of this committee are scientists interested only in the facts. They tell us that the facts favor meat. In co-operation with the Institute's Bureau of Public Relations, these scientists have answered numerous attacks on the food value of meat, obtaining modification of advertisements which were disparaging meat to millions of consumers, compiled scientific data regarding the proper place of meat in the diet and published booklets, pamphlets and articles on the same subject, as well as addressing learned bodies and displaying charts and nutritional exhibits.

"The Institute of American Meat Packers has added to its educational staff a scientist of national repute who will devote his full time to compiling all existing scientific data bearing on the place of meat in the diet, to answering unfair attacks on meat, and to stimulating a serious and honest scientific consideration of the facts about the food which is made from your livestock.

### Modestly Doing Its Part.

"I can say that the Institute of American Meat Packers has modestly and fairly tried to do its part, and do it well, but the problem of increasing meat consumption per capita has too many diverse phases for solution by any one organization. The co-operation of all producers, all packers and of all other factors interested in the meat and livestock industry is needed.

"We must advertise the merits of meat; must show its superiorities as a food; must teach its proper and important place in the diet. We already are attempting to do these things, and we feel that we are making satisfactory headway, but the problem is too big for one branch of the meat and livestock industry.

"It is unnecessary, I hope, for me to point out how a diminishing meat consumption per capita affects your business, for it does affect your business adversely whether you sell locks, coffins, peanuts, dry goods, kitchen tables, or what not. The prosperity of the meat business is closely related to the prosperity of Omaha industries, and whatever affects the demand for meat unfairly hurts your business."

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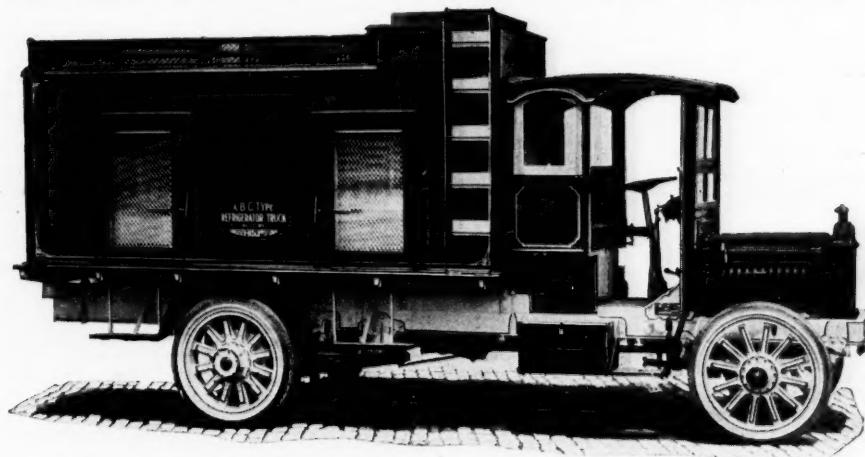
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# Chicago Section

J. L. Richart of the Wilson Provision Co., Peoria, Ill., was in Chicago this week.

W. H. Gehrmann, president of the Kohrs Packing Co., Davenport Ia., was in Chicago this week.

E. M. Doane of George A. Hormel & Co., Austin, Minn., was in Chicago for a visit this week.

Fred T. Fuller, president of the Iowa Packing Co., Des Moines, Ia., has been in Chicago recently.

F. J. Duffield, general manager of Jacob E. Decker & Sons, Mason City, Ia., has been in Chicago this week.

Thomas E. Wilson, president of the Institute of American Meat Packers, is on a short visit to New York this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 31,112 cattle, 71,687 hogs, and 37,876 sheep.

Theodore Toy Riont of Marseilles, France, importer and manufacturer of meat products, paid Chicago a visit during the last few days.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, March 4, 1922, for shipment sold out, ranged from 7.00 cents to 16.00 cents per pound; average 11.31 cents per pound.

The Interstate Commerce Commission on March 6 certified to the Secretary of the Treasury that the Chicago Junction Railway Company is entitled to \$315,319 under section 209 of the transportation act of 1920.

Morris & Company on March 4 filed in the Supreme Court of the District of Columbia, Washington, D. C., a report declaring they had completed the work of complying with the consent decree issued in

that tribunal, requiring separation from all properties not connected with meat packing. The report was accepted by the court.

At a meeting of the board of directors of Wilson & Co., in New York this week the board declared the regular quarterly dividend of 1% per cent on the preferred stock, payable April 15, 1922, to stock of record March 20, 1922.

Provision shipments from Chicago for the week ending Saturday, March 4, 1922, were as follows:

	Last week.	Previous week.	Last year.
Cured meats.....	14,231,000	11,328,000	20,051,000
Lard .....	5,981,000	6,794,000	11,041,000
Fresh meats .....	31,236,000	24,359,000	27,331,000
Pork .....	5,570	5,000	6,351
Can meats .....	10,811	9,261	41,678

Receipts for the week: Cured meats, 664,000 lbs.; fresh meats, 7,029,000 lbs.; lard, 930,000 lbs.

J. A. Bell of the accounting and financial department of Wilson & Company, known throughout the entire organization, is now sharing the benefits of the very generous awards from the retirement fund of the company for meritorious service. He is now devoting his energies to religious work, in which he has been engaged for some time. By a coincidence, the company with which he was first identified, T. M. Sinclair & Co., Ltd., Cedar Rapids, Iowa, is now affiliated with Wilson & Company. 'Way back when Mr. Bell was a "little kid" he went to work for Sinclair & Moorehead at Glasgow, Scotland, and remained in their employ there until 1882. On his way to the Sinclair plant at Cedar Rapids he dropped off in Chicago and ran into a job with Henry Denny & Sons, which later became the International Packing Co., and after that the International & Wells. This firm later liquidated and about twenty years ago Mr. Bell applied to George D. Hopkins for a position with the company which Wilson & Company succeeded, and began his career as general bookkeeper. At that time he was the "whole works" at Chicago but lived to see that department expand into one of the largest in the country.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 9, 1922, are reported to The National Provisioner, as follows:

Armour & Co.....	11,700
Anglo-American Provision Co.....	6,200
Swift & Co.....	9,100
G. H. Hammond & Co.....	5,800
Morris & Co.....	9,300
Wilson & Co.....	7,200
Boyd-Lunham & Co.....	4,800
Western Pkg. & Prov. Co.....	13,000
Roberts & Oake.....	4,200
Miller & Hart.....	3,500
Independent Packing Co.....	5,600
Brennan Packing Co.....	5,900
Wm. Davies Co.....	3,000
Others .....	9,000

Total ..... 98,300

## CHICAGO MEAT TRADE CONDITIONS.

Meat trade conditions for the week at Chicago are reviewed by the U. S. Bureau of Markets as follows:

Under a slow, indifferent demand, trading in fresh meats was narrow in all parts of this territory. Sections which have generally reported a fair volume seemed to suffer most this week, which is probably due to the fast days observed since the beginning of Lent. Prices on calves and pork declined slightly while some of the lower grades of beef show slight advances. While supplies were not excessive they were fully ample to supply the demand.

Assortments of steer beef were good, although the percentage of choice bullocks was light. The bulk of desirable butcher steers sold from \$12 to \$14. Prices on common and medium grades gradually strengthened, closing for the week 50c higher than a week ago, while the better grades remained unchanged. Higher dressed costs were instrumental in forcing prices upwards.

The cow supply included a liberal percentage of desirable youthful bullocks suitable for the butcher trade. Light plain heifers sold higher in proportion to their value than heavier cattle. Heavy cows were practically all sold in cuts and cow cuts of good quality being given a slight preference over steer cuts.

Chucks and rounds sold well at material advances in some localities, while other sections held about steady with prices of a week ago. Ribs and loins moved fairly well with prices showing no material change. Under a slow demand bologna bull prices show declines of 50 cents from a week ago. With a fairly good demand kosher beef prices show advances of \$1.00 over a week ago.

With receipts of veal somewhat light the past few weeks on account of severe storms in the northern sections, the accumulation of country dressed calves ar-

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rived this week making the offering quite liberal. The general quality was much better than last week, although there was a fair percentage of real common light weight veal. However, butchers had no trouble in procuring very desirable calves at prices fully one dollar lower than last week, and with lamb prices high, butchers materially increased their purchases of veal, making it a leader for their week-end retail business.

The moderate supplies of lamb attracted little attention. High prices greatly decreased the consumption of lamb and the demand continued slow. Efforts to advance prices were unsuccessful, and no change is noticeable in the general prices from a week ago, although an occasional lower spot was reached during the week.

The moderate offerings of mutton under a fairly good demand moved well at prices steady with last week's closing. General quality was very satisfactory with handy-weight butcher sheep claiming the preference.

Supplies were fully ample to meet all demands which were somewhat limited. While prices held about steady the first part of the week they weakened toward the week's closings and many sales were made at figures fully one dollar lower than a week ago. The usual unevenly low spots were reached at times during the week.

#### CHICAGO LIVESTOCK MARKETS. (Continued from page 35.)

Chicago hog receipts for the week to date, at 118,000, were 6,000 and 1,000 less respectively, than corresponding period last week and last year. Ten market total for the first four days this week, at 412,000, was 2,000 and 18,000 more than the comparatively light receipts for the corresponding period last week and last year, respectively. Chicago shipments for the week to date at 30,000, showed 7,000 increase over same period last week.

Under receipts of 56,687 on Monday, the market was 10 to 20c lower. Provision futures registered a considerable loss this week from the high point last Friday. Moderate gains were scored each day on the lighter weight hogs to shippers and the smaller local packers, and such kinds were well cleared daily, with high top of the season made today at \$11.50.

The average weight for the first three days this week, 244, 245 and 245 lbs., compare with last week's average of 236 lbs.

Daily average cost of packer and shipper droves for the first three days was little changed at \$11.00, \$11.02 and \$11.03. Top Thursday was \$11.50 with bulk of hogs averaging 235 lbs. and down at \$11.25@11.45, while strong to heavy weight butchers sold early at \$11@11.20, and late to big packers mostly at \$10.80@10.90.

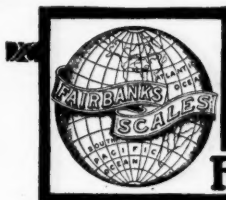
Pig outlet was very restricted Thursday, practically the only outlet being to yard traders. Desirable 100 to 120 pounders cashed mostly at \$9.75@10.00 today, with medium grades down to \$9.00, registering 25@50c lower than last Thursday.

This has been an up and down week both as to fat lamb prices and supply figures. After nearly a full week of declining prices, the market took a bracer last Friday on a local run of around 6,000 and a 25@50c gain was made in lamb prices. A Monday run of less than 9,000 brought another boost of 50c, and, instances, 75c, half of which was erased Tuesday with 22,000 here, and with an estimated 17,000 on hand today 15@25c declines were scored on a draggy market, with several loads unsold at noon.

Compared with a week ago today fat lambs and sheep now are about 50c higher, and yearlings 25@50c up. A strong shipping demand Monday also served as a price booster which was missing on subsequent days.

Top fat lamb price for the week was \$16.30. Best figure today for a similar quality was \$15.75 and 50c above last

Thursday. Bulk of desirable woolled fat lamb offerings today fell between \$15.00@15.75, with weightier or lighter fleshed kinds downward to \$14.50. Heavy throw-outs around \$12.00@12.50 and culls ranging from around \$10.50@12.00. Choice fresh shorn lambs at \$13.15 were mates of a \$13.50 kind Wednesday and \$13.25 Tuesday.



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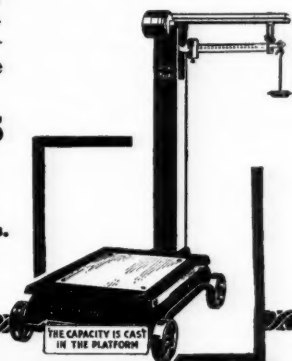
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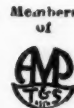
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## CHICAGO PROVISION MARKET

Range of Prices.				
SATURDAY, MARCH 4, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May				
LARD—(Per 100 lbs.)—				
May	12.15	12.15	11.82½	11.90
July	12.32½	12.32½	12.00	12.10
RIBS—(Boxed 25c more than loose)—				
May	11.30	11.30	11.20	11.25
July	10.90	10.90	10.80	10.80

MONDAY, MARCH 6, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May				20.70
LARD—(Per 100 lbs.)—				
May	11.50	11.80	11.55	11.80
July	11.75	12.00	11.72½	11.97½
Sept.	12.00	12.12½	11.95	12.12½
RIBS—(Boxed 25c more than loose)—				
May	11.10	11.10	11.10	11.12½
July	10.75	10.75	10.70	10.70

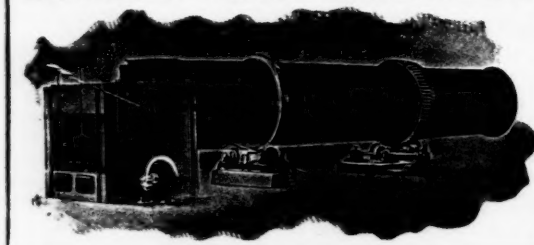
TUESDAY, MARCH 7, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May				20.70
LARD—(Per 100 lbs.)—				
May	11.85	11.87½	11.70	11.72½
July	12.00	12.02½	11.90	11.90
Sept.	12.12½	12.15	12.10	12.10
RIBS—(Boxed 25c more than loose)—				
May	11.20	11.20	11.15	11.15
July	10.90	10.90	10.80	10.80

WEDNESDAY, MARCH 8, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	20.70	20.70	20.70	20.70
LARD—(Per 100 lbs.)—				
May	11.45	11.45	11.52½	11.52½
July	11.60	11.80	11.67½	11.67½
Sept.	11.80	11.97½	11.85	11.85
RIBS—(Boxed 25c more than loose)—				
May	11.10	11.10	10.97½	10.97½
July	10.85	10.85	10.67½	10.67½

THURSDAY, MARCH 9, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May	20.40	20.40	20.00	20.00
LARD—(Per 100 lbs.)—				
March	11.32½	11.32½	11.17½	11.17½
May	11.45	11.45	11.30	11.32½
July	11.67½	11.67½	11.45	11.50
Sept.	11.82½	11.82½	11.65	11.65
RIBS—(Boxed 25c more than loose)—				
May	10.75	10.87½	10.65	10.80
July	10.45	10.45	10.47½	10.50

FRIDAY, MARCH 10, 1922.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May				20.00
LARD—(Per 100 lbs.)—				
March	11.15	11.25	11.15	11.25
May	11.20	11.50	11.20	11.40
July	11.40	11.45	11.35	11.42
Sept.	11.57	11.80	11.57	11.77
RIBS—(Boxed 25c more than loose)—				
May	10.70	10.90	10.55	10.90
July	10.37	10.45	10.22	10.45

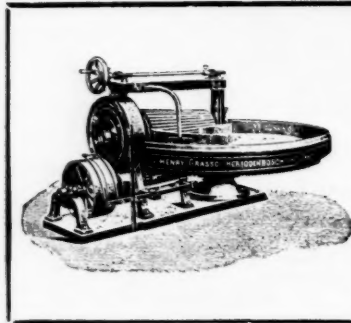
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## CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 27	16,583	3,746	56,785	24,925
Tuesday, Feb. 28	10,717	3,869	25,130	18,493
Wednesday, March 1	7,159	2,519	30,853	17,481
Thursday, March 2	9,069	5,158	21,419	7,821
Friday, March 3	4,330	1,422	23,707	6,114
Saturday, March 4	500	200	6,000	1,000
Total for week	48,358	16,914	153,894	75,834
Previous week	55,997	12,723	168,945	75,901
Year ago	50,762	17,858	186,595	92,729
Two years ago	45,211	13,085	150,061	55,707

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 27	3,058	203	10,732	5,749
Tuesday, Feb. 28	3,382	240	3,736	4,969
Wednesday, March 1	3,781	108	3,553	4,768
Thursday, March 2	4,094	289	5,092	8,151
Friday, March 3	4,900	90	4,076	4,627
Saturday, March 4	400	50	2,000	500
Total for week	17,825	980	29,389	28,564
Previous week	20,865	1,193	45,574	26,755
Year ago	21,004	1,811	48,869	23,707
Two years ago	14,807	885	35,567	13,451

Total receipts at Chicago for year to March 4 and corresponding period of 1921:

	1922.	1921.
Cattle	504,874	512,703
Calves	131,197	129,461
Hogs	1,709,289	1,915,997
Sheep	684,606	814,996

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending March 4	530,000	5,543,000
Previous week	581,000	
Cor. week, 1921	624,000	6,639,000
Cor. week, 1920	538,000	6,539,000
Cor. week, 1919	536,000	7,844,000
Cor. week, 1918	645,000	7,015,000
Cor. week, 1917	483,000	6,932,000
Cor. week, 1916	519,000	7,467,000
Cor. week, 1915	548,000	6,753,000
Cor. week, 1914	406,000	5,300,000

Combined receipts at seven points for week ending March 4, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending March 4	157,000	429,000	165,000
Previous week	172,000	489,000	180,000
1921	157,000	514,000	226,000
1920	134,000	438,000	158,000
1919	157,000	465,000	146,000
1918	225,000	546,000	232,000
1917	141,000	411,000	161,000
1916	147,000	439,000	206,000
1915	145,000	433,000	208,000
1914	23,000	323,000	234,000

Combined receipts at seven markets for year to March 4, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
1922	1,514,000	4,631,000	1,705,000
1921	1,406,000	5,250,000	1,978,000
1920	1,836,000	5,282,000	1,773,000
1919	2,123,000	6,591,000	1,764,000
1918	1,988,000	5,605,000	1,724,000
1917	1,719,000	5,907,000	2,005,000
1916	1,432,000	6,410,000	2,002,000
1915	1,196,000	4,953,000	2,025,000

Chicago packers' hog slaughter for week ending March 4, 1922:

Armour & Co.	13,300
Anglo-American	7,500
Swift & Co.	16,300
Hammond Co.	8,000
Morris & Co.	11,500
Wilson & Co.	10,100
Boyd-Lunham	6,500
Western Packing Co.	14,700
Roberts & Oake	6,300
Miller & Hart	5,900
Independent Packing Co.	6,200
Brennan Packing Co.	7,300
Wm. Davies Co.	3,000
Others	15,000
Total	131,600
Previous week	131,000
Year ago	142,100
Two years ago	119,300

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending March 4	\$ 8.05	\$11.00	\$ 7.30	\$14.75
Previous week	7.80	10.35	8.30	15.40
Cor. week, 1921	9.00	10.20	6.00	10.25
Cor. week, 1920	13.20	14.80	13.30	19.20
Cor. week, 1919	15.75	18.20	13.50	18.60
Cor. week, 1918	12.00	16.75	12.75	17.25
Cor. week, 1917	10.90	14.65	11.40	14.50
Cor. week, 1916	8.70	9.50	8.20	11.15
Cor. week, 1915	7.80	6.80	7.60	9.60
Cor. week, 1914	8.40	8.70	5.85	7.95
Cor. week, 1913	8.20	8.78	6.55	8.75
Cor. week, 1912	7.20	6.80	5.10	7.10
Cor. week, 1911	6.20	6.93	4.75	6.15
Average 1911-1921	\$ 9.75	\$11.10	\$ 8.65	\$11.85

CATTLE.

Prime steers	\$ 8.50c	9.40
Good to prime steers	7.00c	8.50
Feeding steers	4.75c	6.00
Heifers	5.00c	7.75
Yearlings, fair to choice	8.50c	9.50
Plain to good steers	5.00c	6.20
Fair to choice cows	4.00c	7.25
Canners	2.25c	3.40
Bologna bulls	3.50c	4.00
Cutters	3.25c	4.00
Good to fancy calves	9.00c	11.00

HOGS.

Choice light butchers	\$11.10c	11.25
Medium weight butchers	10.90c	11.20
Fair to fancy light	10.75c	11.45
Heavy butchers	10.55c	11.20
Heavy packing	10.00c	10.70
Rough packing	9.75c	10.20
Pigs	8.00c	10.75

SHEEP.

Good to choice lambs	\$13.00c	15.75
Feeding lambs	11.75c	14.00
Clipped lambs	12.00c	13.25
Cull lambs	9.50c	12.00
Yearlings	11.75c	14.25
Wethers	8.00c	10.00
Ewes	6.75c	9.35

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.			
	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	25	17
Rib roast, light end	32	28	19
Chuck roast	30	25	10
Steaks, round	30	25	20
Steaks, sirloin, first cut	42	35	25
Steaks, porterhouse	50	42	28
Steaks, flank	30	25	13
Beef stew, chuck	18	15	12
Corned briskets, boneless	20	18	18
Corned plates	12	10	10
Corned chops, boneless	25	22	21

Lamb.		
	Good.	Com.
Hindquarters	42	35
Legs	45	38
Stews	20	15
Chops, shoulder	30	25
Chops, rib and loin	50	40

Mutton.		
Legs	22	..
Stew	15	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.		
Loin, whole, 86¢10 avg.		@25
Loin, whole, 106¢12 avg.		@24
Loin, whole, 14 and over		@22
Chops		@28
Shoulders		@20
Butts		@22
Spareribs		@15
Hocks		@15
Leaf lard, unrendered		@10

Veal.		
Hindquarters	25	@30
Forequarters	15	@20
Legs	15	@38
Breasts	16	@20
Shoulders		@25
Cutlets		@45
Rib and loin chops		@38

Butchers' Offal.		
Suet		@ 25
Shop fat		@ 14
Bones, per 100 lbs.		@ 25
Calf skins		@ 12
Kips		@ 10
Dencons		@ 12



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		
	Week ending March 11.	Cor. week, 1921.
Prime native steers.....	15 @16	17 @20
Good native steers.....	14 @15	15 @17
Medium steers.....	11 @14	13 @15
Heifers, good.....	10 @14	13 @16
Cows.....	9 @11	11 @14
Head quarters, choice.....	10 @11	11 @14
Fore quarters, choice.....	10 @10	11 @13

## Beef Cuts.

Steer Loins, No. 1.....	13 @30	12 @36
Steer Short Loins, No. 1.....	12 @28	12 @30
Steer Short Loins, No. 2.....	11 @26	11 @30
Steer Loin Ends (hips).....	10 @23	10 @28
Steer Loin Ends, No. 2.....	9 @22	9 @26
Cow Loins.....	13 @17	18 @23
Cow Short Loins.....	8 @15	23 @28
Cow Loin Ends (hips).....	10 @12	16 @18
Steer Ribs, No. 1.....	10 @22	10 @26
Steer Ribs, No. 2.....	9 @20	9 @22
Cow Ribs, No. 1.....	10 @17	10 @20
Cow Ribs, No. 2.....	9 @16	9 @18
Cow Ribs, No. 3.....	10 @13	10 @16
Steer Round, No. 1.....	10 @13	10 @14
Steer Round, No. 2.....	9 @11	9 @12
Steer Chucks, No. 1.....	11 @11	11 @12
Steer Chucks, No. 2.....	10 @9	10 @11
Cow Round, No. 1.....	11 @12	12 @13
Cow Chucks.....	8 @9	8 @9
Steer Plates.....	7 @7 1/2	7 @9
Medium Plates.....	6 @7	6 @9
Briskets, No. 1.....	10 @16	10 @20
Briskets, No. 2.....	9 @12	9 @15
Steer Navel Ends.....	4 @8	4 @8
Cow Navel Ends.....	4 @4 1/2	4 @5 1/2
Fore Shanks.....	4 @4	4 @4
Hind Shanks.....	4 @4	4 @4
Rolls.....	18 @20	18 @25
Strip Loins, No. 1, boneless.....	10 @20	10 @25
Strip Loins, No. 2.....	9 @15	9 @15
Strip Loins, No. 3.....	8 @12	8 @12
Sirloin Butts, No. 1.....	10 @25	10 @40
Sirloin Butts, No. 2.....	9 @18	9 @30
Sirloin Butts, No. 3.....	8 @15	8 @25
Beef Tenderloins, No. 1.....	10 @70	10 @75
Beef Tenderloins, No. 2.....	9 @60	9 @65
Rump Butts.....	10 @17	10 @25
Flank Steaks.....	10 @20	10 @25
Boneless Chucks.....	9 @9	9 @10 1/4
Shoulder Clods.....	8 @11	8 @18
Hanging Tenderloins.....	8 @8	8 @14
Trimnings.....	5 @5	5 @8

## Beef Product.

Brains, per lb.....	9 1/2 @10	10 @12
Hearts.....	1 @7 1/2	6 @8
Tongues.....	25 @30	40 @48
Sweetbreads.....	33 @35	8 @11
Ox-Tail, per lb.....	9 @11	6 @6 1/2
Fresh Tripe, plain.....	4 @4	6 @7 1/2
Fresh Tripe, H. C.....	8 1/2 @10	10 @11
Livers.....	8 1/2 @10	10 @11
Kidneys, per lb.....	8 @8	10 @11

## Veal.

Choice Carcass.....	17 @18	19 @20
Good Carcass.....	12 @15	14 @18
Good Saddle.....	25 @27	10 @12
Good Backs.....	12 @14	10 @14
Medium Backs.....	8 @10	7 @8

## Veal Product.

Brains, each.....	10 @11	10 @12
Sweetbreads.....	30 @35	30 @40
Calf Livers.....	37 @40	28 @42

## Lamb.

Choice Lambs.....	20 @30	22 @32
Medium Lambs.....	27 @28	20 @28
Good Saddle.....	25 @27	20 @28
Good Backs.....	12 @14	10 @14
Medium Backs.....	8 @10	7 @8
Choice Fores.....	25 @25	20 @24
Medium Fores.....	24 @24	20 @24
Lamb Fries, per lb.....	22 @24	20 @24
Lamb Tongues, each.....	18 @18	25 @28
Lamb Kidneys, per lb.....	28 @28	25 @28

## Mutton.

Heavy Sheep.....	10 @10	10 @13
Light Sheep.....	10 @11	10 @15
Heavy Saddle.....	10 @13	10 @16
Light Saddle.....	10 @13	10 @16
Heavy Fores.....	10 @13	10 @16
Light Fores.....	10 @13	10 @16
Mutton Legs.....	10 @15	10 @12
Mutton Loins.....	10 @16	10 @15
Mutton Stew.....	10 @9	10 @7
Sheep Tongues, each.....	18 @18	10 @18
Sheep Heads, each.....	19 @19	10 @15

## Fresh Pork, Etc.

Dressed Hogs.....	21 1/2 @21 1/2	21 1/4 @21 1/4
Pork Loin.....	10 @13	10 @14
Leaf Lard.....	10 @12	10 @12
Tenderloin.....	10 @17	10 @17
Stare Ribs.....	10 @11	10 @12 1/2
Butts.....	10 @17	10 @16
Backs.....	10 @12	10 @13
Trimnings.....	10 @12	10 @13 1/2
Extra lean trimmings.....	10 @16 1/2	10 @13
Tails.....	10 @8 1/2	10 @11
Shouts.....	10 @5	10 @4 1/2
Pigs Feet.....	10 @5	10 @4 1/2
Pigs Heads.....	10 @7 1/2	10 @9
Blade Bones.....	10 @9	10 @9
Blade Meat.....	10 @11 1/2	10 @12
Chest Meat.....	10 @7 1/2	10 @6 1/2
Hog Livers, per lb.....	1 1/2 @5	4 @6
Neck Bones.....	10 @4	10 @4 1/2
Skinned Shoulders.....	10 @14 1/2	10 @14 1/2
Pork Hearts.....	10 @6	10 @5
Pork Kidneys, per lb.....	10 @6	10 @6
Pork Tongues.....	10 @15	10 @14
Slip Bones.....	10 @9	10 @8
Tail Bones.....	10 @8	10 @8
Brains.....	10 @12	10 @12
Back fat.....	10 @12 1/2	10 @14
Hams.....	10 @22 1/2	10 @24
Calas.....	10 @14	10 @14
Belies.....	10 @23	10 @19

## SAUSAGE.

Columbia, Cloth, Bologna.....	@13 1/2
Bologna, large, long, round, in casings.....	@15
Choice Bologna.....	@20
Frankfurters.....	@13
Liver Sausage, round.....	@18
Tongue and blood sausage, with pork.....	@14 1/2
New England Style Sandwich Sausage.....	@16 1/2
Prepared Luncheon Sausage.....	@15 1/2
Liberty Luncheon Sausage (Berliner).....	@14
Oxford Lean Butts.....	@14 1/2
Polish Sausage.....	@14
Garlic Sausage.....	@15 1/2
Country Smoked Sausage.....	@20
Country Fresh Sausage.....	@15 1/2
Pork Sausage, bulk.....	@16
Pork Sausage, short link.....	@16
Luncheon Roll.....	@14
Delicatessen Loaf.....	@38
Ox Tongues, jellied.....	@17
Macaroni and Cheese, Loaf.....	@38
Loaf Roll, cooked.....	@38

## Summer Sausage.

D'Arles, new goods.....	@38
Beef Casings Salami.....	@37
Italian Salami (new goods).....	@39
Capri.....	@31
Holsteiner.....	@22
Peppermint, long links.....	@30
Farmer.....	@21

## Sausage in Brine.

Bologna, kits.....	@1 1/4
Bologna, 1/2 @ 1/2.....	1.85 @ 8.75
Pork, link, kits.....	2.30 @ 10.30
Polish Sausage, kits.....	@1 1/4
Polish Sausage, 1/2 @ 1/2.....	2.25 @ 10.00
Frankfurters, kits.....	@1 1/4
Frankfurters, 1/2 @ 1/2.....	2.00 @ 9.25
Blood Sausage, kits.....	2.10 @ 9.25
Blood Sausage, 1/2 @ 1/2.....	1.85 @ 8.50
Liver Sausage, kits.....	@1 1/4
Liver Sausage, 1/2 @ 1/2.....	1.85 @ 8.50
Head Cheese, kits.....	@1 1/4
Head Cheese, 1/2 @ 1/2.....	2.20 @ 9.50

## VINEGAR PICKLED GOODS.

Pickled Pigs Feet, in 200-lb. barrels.....	18.25
Pickled Plain Tripe, in 200-lb. barrels.....	13.00
Regular H. C. Tripe, in 200-lb. barrels.....	18.00
Pocket H. C. Tripe, in 200-lb. barrels.....	19.00
Pickled hog chitterlings, uncooked, bbls.....	17.00
Pickled hog chitterlings, cooked, bbls.....	24.00
Sheep Tongues, short cut, barrels.....	38.00
Sheep Tongues, long cut, barrels.....	34.00
Pork Tongues, barrels.....	48.00

## CANNED MEATS.

	No. 1/2.	No. 1.	No. 2.	No. 6.
Corned beef.....	\$ 2.35	\$ 3.25	\$ 3.25	\$ 15.00
Roast beef.....	2.35	3.25	3.25	15.00
Roast mutton.....	2.40	4.75	4.75	18.50
Sliced dried beef.....	\$ 2.15	4.50	4.50	52.00
Ox tongue, whole.....	12.50	15.00	15.00	53.00
Lunch tongue.....	2.50	4.25	4.25	29.00
Corn beef hash.....	1.50	3.10	3.10	4.50
Roast beef hash.....	1.50	3.10	3.10	4.50
Hamburger steak with onions.....	1.50	2.35	2.35	4.50
Vienna style sausage.....	1.15	2.25	2.25	4.15
Luncheon sausage.....	1.20	2.25	2.25	4.15
Breakfast sausage.....	2.00	3.50	3.50	4.15
Veal loaf, med. size.....	2.00	3.50	3.50	2.00

## BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@19.50
Plate Beef.....	@18.50
Rollettes.....	@21.00
Rump Butts.....	@23.00
Mess Pork.....	@27.00
Clear Fat Backs.....	@28.00
Family Back Pork.....	@28.00
Bean Pork.....	@22.00

## LARD.

Pure Lard, kettle rendered, per lb., test.....	@15 1/4
Pure Lard.....	@14 1/2
Cooking oil, per gal., in barrels.....	@14 1/2
Bakers' special cooking oil.....	@14 1/2
Barrels, 1/2 over tierces; 1/2 over tierces; tubs and pails, 10 to 80 lbs., 1/4 c to 1 c over tierces.....	1/4 c over

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-cago.....	@18
Cartons, rolls or prints, 1 lb.....	@19
Cartons, rolls or prints, 2 @ 5 lbs.....	@18 1/2
Shortenings, 30 @ 60 lb. tubs.....	@15
Nut Margarine, prints, 1 lb.....	@19

## DRY SALT MEATS.

Clear Bellies, 12 @ 14 avg.....	@16.50
Clear Bellies, 14 @ 16 avg.....	@16.25
Clear Bellies, 18 @ 20 avg.....	@16.00
Rib Bellies, 12 @ 14 avg.....	@16.00
Rib Bellies, 14 @ 16 avg.....	@16.00
Rib Bellies, 18 @ 20 avg.....	@16.00
Fat Packs, 10 @ 12 avg.....	@12.25
Fat Packs, 12 @ 14 avg.....	@12.50
Fat Packs, 14 @ 16 avg.....	@12.50
Extra Short Clears.....	@14.25
Extra Short Ribs.....	@14.25
Short Clears.....	@15.00
Butts.....	@11.75

## WHOLESALE SMOKED MEATS.

Skinned Hams.....	35 1/2 @ 36 1/2
Regular Hams.....	32 1/2 @ 37
Calas, 4 @ 6 lbs. avg.....	@18 1/4
Calas, 6 @ 12 lbs. avg.....	@17 1/2
New York Shoulders, 8 @ 12 avg.....	@19 1/2
Breakfast Bacon, fancy.....	30 @ 41 1/2
Rib Bacon, wile, 8 @ 12 avg. and strip, 4 @ 6 avg.....	@20 1/4
Wide, 12 @ 14 avg. and strip, 3 @ 4 avg.....	@22 1/4
Dried Beef Insides.....	@29
Dried Beef Knuckles.....	@42
Dried Beef Outside.....	@25
Dried Beef Sets, best.....	@44
Skinned Polled Hams.....	@48 1/2
Regular Polled Hams.....	@46 1/2
Boiled Calas.....	@28

Cooked Loin Rolls.....	@43
Cooked Rolled Shoulder.....	@28

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, per set.....	\$.023
Beef rounds, export, per set.....	.35
Beef middles, per set.....	.90
Beef bungs, No. 1, per piece.....	.23
Beef bungs, No. 2, per piece.....	.17
Beef weasands, No. 1, per piece.....	.17
Beef weasands, No. 2, per piece.....	.08
Beef bladders, small, per doz.....	1.75
Beef bladders, medium, per doz.....	1.44
Beef bladders, large, per doz.....	1.35
Hog casings, medium, f. o. b. Chicago.....	.90
Hog middles with cap, per set.....	.18
Hog middles without cap, per set.....	.15
Hog bungs, export.....	.23
Hog bungs, large.....	.13
Hog bungs, medium.....	.06
Hog bungs, narrow.....	.06 1/2
Hog stomachs, per piece.....	.06 1/2
Imported sheep casings, extra wide.....	..
Imported sheep casings, medium wide.....	..
Imported sheep casings, medium.....	..

## FERTILIZERS.

	Per unit.
Ground dried blood.....	\$1.40 @ 4.50
Unground and crushed blood.....	4.25 @ 4.35
Concentrated tankage, ground.....	4.25 @ 4.35
Hoofmeal.....	2.25 @ 2.35
Ground tankage, 10 to 11%.....	3.75 @ 4.00
Ground tankage, 12 to 13%.....	3.50 @ 3.85
Crushed and unground tankage.....	3.25 @ 3.75
Ground raw bone, per ton.....	20.00 @ 22.00
Ground steam bone, per ton.....	24.00 @ 26.00
Unground steamed bone.....	18.00 @ 20.00
Unground bone tankage.....	14 @ 16

## HORNS, HOOFS AND BONES.

	Per Ton.
No. 1 horns.....	\$20.00 @ 25.00
No. 2 horns.....	175.00 @ 225.00
No. 3 horns.....	100.00 @ 150.00
Horns, black.....	28.00 @ 30.00
Horns, striped.....	32.00 @ 36.00
Horns, white.....	65.00 @ 78.00
Grinding hocks.....	22.00 @ 24.00
Round shin bones, heavies.....	100.00 @ 110.00
Round shin bones, light.....	75.00 @ 85.00
Flat shin bones, heavies.....	80.00 @ 90.00
Flat shin bones, light.....	70.00 @ 80.00
Thin bones, heavies.....	85.00 @ 90.00
Thin bones, light.....	75.00 @ 80.00
Skulls, jaws and knuckles.....	24.00 @ 25.00

## LARD.

Prime, steam, cash.....	@11 1/2
Prime, steam, loose.....	@10 1/2
Leaf.....	@10 1/2
Compound.....	13 1/2 @ 13 1/2
Neutral lard.....	@13 1/2

## STEARINES.

Prime oleo.....	10 @10 1/4
Tallow.....	7 @ 7 1/4
Grease, yellow, loose.....	5 1/2 @ 6
Grease, A white, loose.....	6 1/2 @ 7

## OILS.

Oleo Oil, extra.....	10 @10 1/4
Oleo Oil, No. 2.....	8 1/2 @ 9 1/4
Oleo Stock.....	4 @ 4 1/2
Linseed, loose, per gal.....	9 @ 9 1/2
Corn oil, loose.....	10 @10 1/4
Soya bean oil, seller tank, f. o. b. const. 9 1/4 @ 9 1/2	9 1/4 @ 9 1/2

## TALLOW.

Edible.....	8 1/2 @ 8 1/2
Choice country.....	7 1/2 @ 7 1/2
Packers, No. 1, loose.....	6 1/2 @ 6 1/2
Packers, No. 2.....	5 @ 5 1/2

## GREASES.

White, choice.....	7 1/2 @ 8
White, "A".....	7 @ 7 1/4
White, "B".....	6 1/2 @ 6 1/2
Bone naphtha extracted.....	5 @ 5 1/2
Crackling.....	5 @ 5 1/2
House.....	5 @ 5 1/2
Yellow.....	5 1/2 @ 5

# Retail Section

## SURVEY OF THE RETAIL MEAT TRADE

### Expenses and Profits Analyzed by the Government

**EDITOR'S NOTE.**—The first investigation of the retail meat trade by the U. S. government has just been issued by the U. S. Bureau of Markets and Crop Estimates of the Department of Agriculture. The results of this preliminary survey, which covers operating expenses and profits, were published in a recent issue of THE NATIONAL PROVISIONER. In response to the comment that the report has aroused, and requests for further details, THE NATIONAL PROVISIONER is publishing the complete report in this and succeeding issues. This is the third installment.]

#### Expenses and Profits by Size of Stores.

The comparison of the data by size of stores is even more interesting than by classes of service. It was found that the gross profits or the spread between cost of goods and sales for the stores with family trade were approximately 2 per cent greater for the smallest than for the largest stores, the difference being somewhat greater for delivery than for non-delivery stores. Total operating expenses took approximately 3 per cent more of the returns from sales in the smaller stores than in the larger, and accordingly the net profit on the total business was about 1 per cent greater in the larger than in the smaller stores.

The item of rent is slightly larger in the smaller stores because the volume of business is smaller in proportion to the space occupied and accordingly the percentage that rent bears to total sales is larger. The expenses for ice and refrigeration are much larger in the smaller stores, since the meats can of course be carried with less expense of refrigeration in large quantities than in small.

The comparative percentages of salaries and wages cannot be determined with perfect accuracy because it is necessary, as explained previously, to estimate a part of the gross profit to be allowed as salary or wages to the owner-manager. Upon the estimated basis used, the average total salaries and wages of the groups of stores with smaller sales are approximately 2 per cent greater than in the groups with larger sales. Since the division between the salary of the manager-owner and his net profit, particularly in the small one-man shops, must be an arbitrary one, it is desirable to consider what is the net amount received by him as both salary and net profit.

Although there is considerable variation in the average net profits in the different groups, this variation is in part due to the accident of whether one dealer or another was located by the canvass, and the approximate figures of 2.00 per cent for dealers with sales under \$50,000 per year, 2.50 per cent for those with sales of more than \$50,000 per year, and 2.75 per cent (approximately the mean of 2.15 and 3.41 for those with largest sales, perhaps fairly represent net profits of individual meat markets as shown by this survey.

In the small one-man store with annual sales of \$20,000 per year, \$1,600. With an additional net profit of 2.00 per cent of the amount of sales, the manager-owner received in 1919 a total net return for his labor, skill in management and the risk

incurred of approximately \$2,000. For the manager-owner of a store with sales of \$40,000, perhaps requiring the additional labor of one employee, the estimated salary of \$2,200 and an additional 2.00 per cent of the amount of sales makes a total of \$3,000.

For sales of \$80,000, the estimated salary of \$2,800 and an additional net profit of 2.50 per cent on sales makes a total of \$4,800, as the entire return to the manager-owner from the business aside from rent and a fair interest return on the capital invested. Such a concern in addition to the manager-owner would be likely to utilize the services of two meat-cutter salesmen, one bookkeeper-cashier and one deliveryman, if a delivery service were maintained. For a concern with sales of \$200,000 and a staff of perhaps 8 or 10 employees, the estimated salary of the manager-owner is \$3,500 and the net profit of 2.75 per cent is \$5,500, making a total return of approximately \$9,000.

#### Operating Expenses and Profits of Chain Stores.

The average margin or gross profits on meat sales of the 17 chain store systems was 18.86 per cent of sales, the same as for the individual meat markets. The chain store systems, however, having lower operating costs, particularly in the item of wages, their net profits averaged more than 1 per cent higher than the individual meat markets.

The principal element in the difference is wages, since in this one item the general average for the chain stores is about 1½ per cent lower than for individual markets. The explanation of the lower wage expense is in part the smaller percentage of delivery service and in part the larger average sales per store. It may also be in part due to better organization, particularly for the efficient handling of merchandise in sales over the counter, since the wage expense for chain systems is slightly lower than for individual markets offering the same class of service and of approximately the same size as chain store branches.

Between the chain systems rendering delivery service and those selling on the non-delivery basis there is a difference in the operating expenses which is measured almost exactly by the amount of the delivery expense. Similarly the difference in average gross profit between the two types is almost exactly the same as the difference in the average operating expenses, with the consequence that the average net profit shown by the two types was substantially the same.

The rapid growth of chain systems in recent years is an indication that they are found more profitable than the individual store. In the four years from Jan. 1, 1917, to Jan. 1, 1921, ten large systems showed a growth from a total of 406 stores to 1,267, the increase in the number handling fresh meats in these systems being from 266 to 591. Since chain store systems purchase in large quantities and thereby obtain the benefits of advantageous buying power and at the same time reach the consumers in the residence districts and sell on advantageous terms, they are assured of a wide margin of gross profit.

In this survey, their margin of gross profit was found to be wider both in delivery service and in non-delivery service, and their general average margin of 18.86 per cent for the year 1919 was the same

as that of individual markets, merely because they gave a smaller average amount of delivery service. If at the same time they are able to keep down operating expenses, as this survey seems to indicate, their further expansion in retail trade seems assured.

#### GROWTH OF TEN CHAIN STORE SYSTEMS, 1917-1921.

Jan. 1.	Seven systems selling both groceries and meats—		Three systems selling meats only.	
	Number stores selling groceries only.	Number stores selling meats.	Total number.	Number of stores.
1917.....	140	228	368	38
1918.....	385	272	657	46
1919.....	438	300	738	59
1920.....	551	368	919	73
1921.....	676	592	1,178	89

#### Expenses and Profits of Stores with Large Hotel and Restaurant Trade.

In stores with a large percentage of hotel and restaurant trade, owing to the larger quantities in which the meat is handled, the amount of labor involved is, of course, much less than in other stores. Accordingly, the expense for salaries and wages in these stores was found to be nearly 3 per cent less than the general average of those with family trade. It is particularly significant of the lower operating expenses of these concerns with semi-wholesale operation that the actual cost of delivering averaged 2.96 per cent as compared with 6.72 per cent for stores with family trade only. These stores usually have extremely large sales, the average annual sales for the 24 stores being upwards of \$300,000.

The average total operating expenses for the entire group was more than 4 per cent lower and the gross profit almost 4 per cent lower than the combined results for stores with a family trade. While their average net profit is higher than the general average for individual meat markets, it is not so high as the average of individual meat markets equally large in size. It is to be noted that the stores in this group have both hotel and family trade. If their trade were exclusively with hotels, restaurants and other large users, that is, were entirely of this semi-wholesale character, their operating expenses, and presumably their gross profits, would be still lower.

#### Operating Expenses and Profits by Sections.

The percentage relationship of operating expenses and gross profits to sales was found to be appreciably larger in the Southeast and Pacific Coast sections. In the Southeast, this is explainable in part by the great preponderance of delivery service, which seems to be particularly prevalent in that section; but in both these sections wages seem to play a large part in bringing about a higher percentage relationship of operating expenses to sales. (See Table II.)

In the Pacific Coast section, wages per hour seem to be actually higher; in the Southeast section wages per hour are lower, but the actual cost to the business is higher, perhaps because of less efficient business methods and less efficient labor. The data obtained indicate higher net profits in both these sections. The number of accounting records that could be obtained in the South was small, and the average figures are perhaps not conclusive; but the number of records from the Pacific Coast proportionate to the population is large, and there seems to be little doubt that the margin of gross profit and accordingly the spread between the wholesale prices paid by the retailer and the retail prices received by him were large.

In the Central section both the margin of gross profit and the net profit were ap-



precipally lower than in other sections. In so far as definite conclusions may be drawn from a limited number of records, there is here an indication that with the rise in wholesale prices for the period ending with 1919 retailers in that section had not raised their prices in the same degree as those of other sections. In the Northeast section operating expenses were comparatively lower than in other sections and in that way a fairly liberal margin of net profit obtained. Wages per hour in that section were apparently as high as the average for the country, and lower comparative operating expenses seem to have been due to more efficient operation.

TABLE II—OPERATING EXPENSES AND PROFITS BY SECTIONS.

(Percentages calculated on basis of sales at 100 per cent.)

Section.	Number of stores.	Individual Meat Markets with Family Trade, Calendar Year 1919.			
		Cost of goods, pct.	Gross profit, pct.	Net profit, pct.	Total expense, pct.
Northeast .....	76	81.64	18.36	2.35	16.01
Central .....	57	82.06	17.94	0.94	17.00
Southeast .....	15	78.49	21.51	3.70	17.81
Pacific Coast ..	42	79.26	20.74	3.41	17.33
		Refrigeration, Interest, Salaries and Other			
		Rent, pct.	tion, pct.	Interest, pct.	wages, pct.
Northeast .....	1.40	0.85	0.50	9.76	3.50
Central .....	1.24	0.67	0.57	10.47	4.05
Southeast .....	1.10	0.79	0.47	12.01	3.44
Pacific Coast ..	1.39	0.79	0.48	11.12	3.55

(The next installment of this report will discuss operating expenses with special comparisons for 1913, 1919, 1920 and 1921.)

#### ROCHESTER HAS MEAT COUNCIL.

A new meat council has been organized at Rochester, N. Y., showing that the idea of a meat council is spreading rapidly. The organization was completed at a well-attended meeting at Maennerchor Hall, where a smoker was held later. Those who have been the leaders in the movement for a meat council are Charles Glatz, secretary of the Rochester Master Butchers' Association; John Burkhalter, first vice-president; Henry Schudt, Oswald Vetter, Jacob Johnson, N. C. Ruby and John B. Ermer.

At the smoker the principal speaker was Pendleton Dudley, eastern director of the Institute of American Meat Packers. Among those present at the meeting were: Retailers—L. E. Andrews, James G. Comerford, Henry L. Marsh, Raymond Tierney, Max Russer, Albert F. Walker, George Fromm, John Burkhalter, Charles F. Glatz, Joseph J. Brown, N. C. Ruby and Henry Hewer. Wholesalers—O. H. Landgren, John Hefferman, Hereman Springer, Dewey Crittenden, F. M. Tobin, James Walters, Alfred G. Anderson, Louis Herzberger, George Peters, Charles Hasenpflug, M. A. DeWitt, Edward Lotz and Clarence Campbell.

#### MICHIGAN RETAILERS VS. SALES TAX.

The Michigan Retail Meat Dealers, Grocers and Merchants Association at its twenty-fourth annual session at Bay City, Mich., recently unanimously elected John Affeldt of Lansing as president. The other officers elected were: Vice-presidents, Charles Christensen, Saginaw, re-elected, and Paul E. Gozan, Grand Rapids; treasurer, F. H. Albright, Detroit; directors, Charles H. Schmidt, Bay City; D. L. Davis, Ypsilanti; A. A. Tatman, Clare, and John Kroonmeyer, Kalamazoo.

The resolutions committee reported resolutions asking that the state association go on record as being opposed to a sales tax proposition. Copies of this resolution were to be sent to the Michigan senators and representatives at Washington.

#### LOCAL AND PERSONAL.

John Meyer plans to open a meat market at Zap, N. D.

Wm. Yarbrough has opened a meat market at Bluff City, Ill.

W. H. Hubner has opened a cash meat market at Galesburg, Ill.

Wm. Long has bought the Taylor meat market at Yates City, Ill.

The Swan market of Glen Falls, N. Y., has moved into new quarters.

The Michigan Packing Co. is soon to open a store at Ironwood, Mich.

Herman Shogren is to be a new meat market man at Lindstrom, Minn.

S. A. Coats has added a meat market to his grocery store at Walnut Ridge, Ark.

Sensenbrenner & Baurenfiend have opened a meat market at Medford, Wis.

Frank Palmsteen will conduct the new meat market at Marine-on-St. Croix, Minn.

Fred Voss is the new proprietor of the Lambert meat market at Lambert, Mont.

Harry Cooney has become part owner of the Square Deal market at Decatur, Ill.

Charles Gilchrest has planned to open a new meat market at Santa Barbara, Calif.

J. A. Marmont is the new proprietor of the J. W. Boss meat market at Emporia, Kansas.

Otto Karrow of Lake City, Minn., has purchased the Northfield meat market in that city.

Leonard Hitterdal and Arthur Wenner have opened a meat market at Hitterdal, Minnesota.

A retail branch of the People's Packing House will be opened this spring at Westwood, Ohio.

Leonard Hitterdal and Arthur Wenner are proprietors of a new market at Lake Park, Minn.

Rensselaer, N. Y., has a new meat market by the opening of a Schaffer cash and carry store.

H. J. Hein and C. H. Goldberg have opened an up-to-date meat market at Seattle, Wash.

The Milner Packing Co. of Frankfort, Ind., has planned to open a meat market at Tipton, Ind.

Emil Gloor of Creston, Nebr., has sold his meat market to Messrs. Peter Zacek and Emil Forenc.

John Tate and John Kodym are the new proprietors of the Farmers' meat market at Pine City, Minn.

Michael Bondy has purchased the meat market formerly conducted by O. J. Lorton at Wooster, Ohio.

Conrad Nissen has purchased a half interest in the market of his brother John Nissen at Eldora, Iowa.

The Nuway Corporation recently purchased the meat market conducted by T. E. Mitchell at Perry, N. Y.

J. A. Plyler, Brookville, Pa., expects to open a modern sanitary meat market as a department to his grocery business.

Chas. Bush recently bought an interest in the Smock meat market at Elkport, Ind. The new firm name is Smock & Bush.

The Penn Meat Market is soon to move into new quarters at Reading, Pa., where extensive improvements are under way.

Sam Levy, Moundsville, W. Va., who recently sold his meat market on Seventh street, will open a produce store at 414 Jefferson avenue.

Frank N. Endress recently moved his meat market into new quarters on Eleventh street, Altoona, Pa.

H. C. Borget is now proprietor of the grocery and meat market at Dundee, Mich., formerly owned by Fred Sloman.

Chas. Baker has purchased the S. T. Wheeler interest in the Thompson & Wheeler meat market at Washington, Iowa.

Bob Davidson of Cheyenne, Wyo., has been placed in charge of the meat department of the Piggly-Wiggly store at Laramie.

Fred Vail and Tom Landenberger have purchased the meat market formerly owned by George Van Horn at Grand Ledge, Mich.

George A. Patala has purchased the interest of Max Schneible in the meat market conducted by Casserly & Schneible at Rome, N. Y.

Gibson Bros. of Yakima, Wash., and R. O. Smith of Wapato, Wash., have purchased the stock of the Wapato Meat Co. at Wapato, Wash.

The U. S. Meat Market Co. has been incorporated, located at 4019 West Madison street, Chicago, Ill. The capital stock is noted as \$25,000.

William Goheen recently purchased the meat market belonging to the Wendorff brothers at Barry, Ill., which was known as the Watkins market.

R. J. Badger of Murray, Iowa, sold to Wm. Arnold and Frank Grey. The new establishment is to be known as the Arnold & Grey meat market.

The Molbert meat market at Fairmount, N. D., is now owned by Jos. F. Factor, who repurchased the market from Ed. Holberg, to whom he sold it last fall.

W. Ray Charbonneau has become associated with Edward F. Graystone in the ownership of the Economy store at Whitesboro, N. Y., to which will be added a meat market.

The Community Market Co., Houston Tex., has leased the building at Main and Dallas streets, where extensive improvements will be made. This is one of several markets of this firm.

(Continued on next page.)

#### For Sausage Makers

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Patent Parchment Lined

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In certain sections of the country people prefer one type, while in other parts another style is used. That is the reason we make all kinds—cimeter shape as shown above or the straight blade.

Chatillon steak knives are hand forged and every knife is fully guaranteed.

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**JOHN CHATILLON & SONS**

Established 1835

85-99 Cliff Street

New York City, N. Y.



# New York Section

Mr. and Mrs. Frank P. Burck of Brooklyn are spending a few weeks at Atlantic City.

A. E. Osborne, financial department, Morris & Company, Chicago, is in New York this week.

T. E. Wilson, president, W. C. Buethe, treasurer, and J. Moog, vice-president, Wilson & Company, Chicago, are spending a few days in the city.

A. R. McCarten, canned meat department, and R. W. Moody, branch house department, Cudahy Packing Company, Chicago, are in town this week.

H. Douglas, small stock department, Cudahy Packing Company, New York, is visiting the company's main office in Chicago and the plants at Omaha and Kansas City.

H. C. Stanton, soap department, J. F. Smith, refinery department, W. B. Henderson, butter department, and A. W. Doell, produce department, Swift & Company, Chicago, are in New York this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending March 4, 1922, on shipments sold out, ranged from 11 cents to 14.50 cents per pound, and averaged 12.54 cents per pound.

The Executives Club of the Armour Jersey City plant have elected the following executives: W. C. Malone, Wm. McCusker, Otto Schuler, Richard Janssen and J. A. Langley. These executives will appoint the officers for the current year.

Owing to the heavy rain storm of Tuesday the meeting of Ye Olde New York branch, called for that evening, was not largely attended and therefore only routine matters were taken up. The essential economical operation of the meat business, which was to be discussed at this meeting, was postponed until March 21 when, it is hoped, the weather will permit of a larger attendance.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending March 4, 1922: Meat—Manhattan, 225 lbs.; Brooklyn 1 lb.; Bronx, 100 lbs.; Queens, 111 lbs.; Richmond, 60 lbs.; total, 500 lbs. Fish—Manhattan, 110 lbs. Poultry and game—Bronx, 5 lbs.

Richard Janssen, one of the executives of the Executives Club of the Armour Jersey City plant, was married on Friday, March 10, to Miss Corrine Callaway, the pretty daughter of W. A. Callaway, general manager of the Armour Jersey City plant. The wedding took place at the home of the bride, Woodcliff-on-the-Hudson, and the happy couple left for an extended trip through North Carolina and West Virginia, returning in about a month.

The last meeting of the Newark branch, United Master Butchers of America, was held at Achtel-Stetters, Newark, N. J. Many matters of interest to the members were discussed and it was decided to hold regular meetings twice a month. The following officers were elected for the year 1922: Joseph P. Riordan, president; Meyer Kraemer, vice-president; Julius Hoexter, treasurer; Charles J. Reitemeyer, financial

secretary; B. K. Nagel, corresponding secretary; A. Hasselbacher, sergeant-at-arms; A. F. Elmendorf, Emil Devorak and F. W. Ehrmann, trustees.

## LOCAL AND PERSONAL.

(Continued from page 45.)

Jos. Vrana has bought a meat business at Gary, Ind.

Ben Noble will open a meat market at Livingston, Wis.

T. C. Murphy will establish a meat market at Oakville, Iowa.

W. Williams has engaged in the meat business at Antlers, Okla.

O. P. Hughes of Pleasant Hill, Mo., has reopened his meat market.

A. H. Seligman has bought the Carlson meat market at Mead, Nebr.

J. D. Green, Arcadia, Kans., has purchased the Abbott meat shop.

Paul Dallmann has purchased the Heinis meat market at Perham, Minn.

The Ulich & Wagner meat market was recently opened at Monona, Ia.

Fred Ward and Frank Thiel have opened a meat market at Overton, Nebr.

Vondra and Hollenbeck have opened a meat market at Spencer, Nebr.

Roy Nerbonne has planned to open a meat market at Escanaba, Mich.

A. H. Seligman, Mead, Nebr., has purchased the Carlson meat market.

Bruno Ramm has planned to build a meat market at Steubenville, Ohio.

Leslie Sawyer has purchased the Wade meat market at Williams Bay, Wis.

The Wilson meat market has opened for business at Sylvan Grove, Kans.

M. C. Stewart has opened the White Front meat market, Gardner, Kans.

The Hipke meat market of Clinton, Wis., has been purchased by a Beloit firm.

J. W. Wilson of Lawrence has engaged in the meat business at Ozawie, Kans.

Theo. J. Lux has made arrangements to open a meat market at Julian, Nebr.

H. C. Rasmussen of Danneberg, Nebr., sold his meat market to Theodore Aye.

Shindorf & Spicer's meat market at Belding, Mich., was sold to Ledger Bros.

The Nesbitt meat market are soon to occupy new quarters at Poughkeepsie, N. J.

L. Barnhart, Wayland, Mich., has sold his meat and grocery stock to F. S. Cozens.

A. L. Meyers has purchased the Peoples market from Jack De Long, Council Grove, Kans.

W. H. Arnold of Oscola has purchased the R. J. Badger meat market at Murray, Iowa.

Ben G. Sheets has succeeded to the meat business of Eckert & Sheets, Lansing, Mich.

Fred Davis and Jefferson Geisendorfer recently purchased a meat market at Hannibal, Ill.

C. W. Miller has become the proprietor of the Hanger Bros. meat market at Kentland, Ind.

H. A. Rasmussen of Bear Creek, Wis., has disposed of his meat market to Hintz & Shider.

Messrs. Whitmore and Fecker have purchased the Whitefish meat market, Whitefish, Mont.

F. W. Davis has engaged in the meat business in the New Era grocery, Dodge City, Kans.

Fred H. Davis and Jeff Geisendorfer now conduct the Kaiser meat market at Hannibal, Mo.

The Stradford is the name of the new meat market opened at 437 63d street, Chicago, Ill.

Mays & Poteet, Pleasanton, Kans., are about to open a meat market on North Main street.

O. J. Minter has become the proprietor of the Spot Cash meat market at Murphysboro, Ill.

Earl McDermot and M. S. Linkhart have purchased the Sabin Bros. meat market at Wilmington, Ohio.

The Clinton meat market of Clinton, Wis., has been sold to Messrs. Witte & Sons of Beloit, Wis.

Fred Ward and Frank Thiel have opened a new meat market in the Brown cash store, Overton, Nebr.

The Cuyuna Range Supply Co. recently opened a meat department in their quarters at Ironton, Minn.

Chas. Hardesty, Englewood, Kans., is putting in a meat market in connection with his grocery store.

John Scarpelli of Spokane Wash., recently leased his building on Howard street for a meat market.

Plans are well under way for a modern meat market to be erected by Shontz & Co., at Conneaut Lake, Pa.

Henry Coupe has purchased the interest of Brice Prater in the meat firm of Prater & Stitzer at Falls City, Nebr.

Frank A. Hill is manager of an up-to-date meat market section at the community market, Asheville, N. C.

Bloom Buck has leased the B. W. Estabrook building at Shelby Ohio, into which he will move his meat market.

G. W. Mills has purchased the Lindsay meat market at Lindsay, Oklahoma, formerly conducted by Roberts & Brinkley.

John Groen took possession of the Eclipse meat market at Ladysmith, Wis., recently purchased from Phil LeVeille.

The H. E. Dennis meat market and grocery business at Conesbo, N. Y., has been bought by Adelbert Ford and his son.

H. S. Stafford & Co., Bluefield, W. Va., have opened a branch meat market on Bland street, known as the Clatterbaugh & Co.

Jos. Rauscher has sold his meat and grocery business at International Falls, Minn., to Anton Iverson and Conrad Braaten.

John DeGroat, Main street, Newark, N. Y., contemplates the erection of a new meat market to replace his old market building.

The National meat market was opened recently at Dayton, Ohio, in a new location on East Third street. A. C. Abe is the manager.

Albert Bridges has purchased the interest of Alva Eakins in the meat market and bakery of Poe & Eakins at Knightstown, Ind.

Jacob Kaplan recently bought the Mische property on Main street, St. Charles, Mo., where he expects to open a meat market.

Zannie Alinder is now in charge of the meat market business at McDonald, Pa., formerly conducted by Joseph Schwimmer, who has gone to Clairton, Pa., to open a market.

The Andrew Rais & Co. was recently incorporated at Brooklyn, N. Y., with the following as members of the \$10,000 firm: Messrs. Andrew Rais, F. J. Hany and Eugene Miata.

Messrs. Joaquin J. Silveria, Manuel J. Silveria, Louis Veator and William F. Souza are the members of the newly incorporated meat firm known as the Model market at Gloucester, Mass.

**JABO'S****and what they are**

To the experienced, air or water pockets in sausage, or bologna, mean one thing, the inevitable—a bursted casing.

Price \$9.00 per doz.

The simple but effective "JABO" made in two styles, fully equipped with highly tempered steel points, substantially mounted on a highly finished base, is the surest way to obviate these difficulties.



Price \$15.00 per doz.

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**Sander's Compound Meat Chopper**

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**The Most Powerful and Fastest Meat Cutter in the World.**

Meat is cut fine in one operation. Saves about one-half the time on same amount of cutting.

Furnished for either direct or alternating current 20 horsepower motor. Gears are cut and rawhide pinion.

This machine is in use by all the leading sausage makers.

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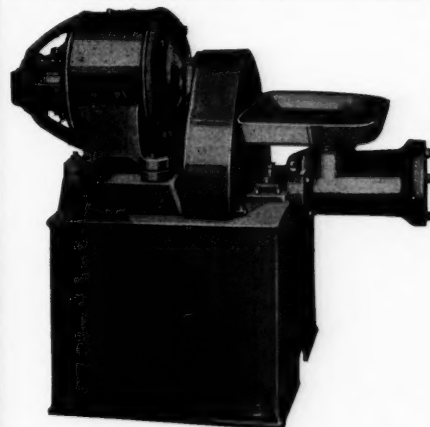
Capacity 7,500 pounds per hour.

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**SANITARY MEAT BUGGY**

OF the six different styles of Meat Buggies we make, the No. 119, shown above, is easily the favorite. Designed for actual packing house requirements. Our full line described in detail in our No. 30 Catalogue. Write for it.

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SAFE  
SIMPLE  
CHEAP

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium to prime.....	7.80@8.85
Cows, common to choice.....	1.50@3.50
Bulls, common to choice.....	4.75@5.35
Heifers, mixed.....	@

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	14.25@14.50
Calves, veals, common to medium.....	7.50@12.75
Calves, veals, culls, per 100 lbs.....	6.00@ 7.00

## LIVE SHEEP AND LAMBS.

Spring lambs, 100 lbs. prime.....	15.75@16.00
Sheep, ewes, 100 lbs.....	7.75@ 8.00
Sheep, common to good, per 100 lbs.....	4.50@ 7.50
Sheep, culls, per 100 lbs.....	3.00@ 4.00

## LIVE HOGS.

Hogs, heavy.....	11% @12
Hogs, medium.....	@12.15
Hogs, 140 lbs.....	@12.15
Pigs, under 70 lbs.....	@12.15
Roughs.....	9% @ 9%

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	16 @17
Choice, native, light.....	16 @17
Native, common to fair.....	13% @15%

### WESTERN DRESSED BEEF.

Native steers, 800@1,000 lbs.....	@14
Native steers, 600@800 lbs.....	@14 1/2
Native choice yearlings, 400@600 lbs.....	14 1/2 @15
Western steers, 600@800 lbs.....	13 @13 1/2
Texas steers, 400@600 lbs.....	11 @12
Texas steers, 400@600 lbs.....	11 @12
Good to choice heifers.....	13 @14
Common to fair heifers.....	11 1/2 @12
Choice cows.....	11 @12
Common to fair cows.....	9 1/2 @10
Fresh bologna bulls.....	8 @ 8 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@21	@23
No. 2 ribs.....	@16	20 @21
No. 3 ribs.....	@12	17 @19
No. 1 loins.....	@24	28 @30
No. 2 loins.....	@18	24 @26
No. 3 loins.....	@12	20 @22
No. 1 hinds and ribs.....	18 @19	18 @22
No. 2 hinds and ribs.....	16 1/2 @17 1/2	16 1/2 @17 1/2
No. 3 hinds and ribs.....	14 @15	15 1/2 @16 1/2
No. 1 rounds.....	@12	@13
No. 2 rounds.....	@10	11 @12
No. 3 rounds.....	@ 9	10 @11
No. 1 chucks.....	@11	@12
No. 2 chucks.....	@ 9	10 @11
No. 3 chucks.....	@ 7	@ 9
Bolognas.....	8 1/2 @10	9 @10

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@30
Veals, country dressed, per lb.....	@23
Western calves, choice.....	@22
Western calves, fair to good.....	@19
Grassers and buttermilks.....	@11 @16

## DRESSED HOGS.

Hogs, heavy.....	@16 1/2
Hogs, 180 lbs.....	@16 1/2
Hogs, 160 lbs.....	@16 1/2
Hogs, 140 lbs.....	@16 1/2
Pigs, 80 down.....	@17 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@30
Lambs, poor to good.....	@27
Sheep, choice.....	@21
Sheep, medium to good.....	@18
Sheep, culls.....	@15

## PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@31
Smoked hams, 12@14 avg.....	@30
Smoked picnic, light.....	@18
Smoked picnic, heavy.....	@17
Smoked shoulders.....	@18
Smoked beef tongue, per lb.....	@37
Smoked bacon (rib in).....	@24
Dried beef sets.....	@43
Pickled bellies, heavy.....	@18

## FRESH PORK CUTS.

Fresh pork loins, Western.....	20 @21
Frozen pork loins.....	16 @17
Fresh pork tenderloins.....	50 @55
Frozen pork tenderloins.....	45 @48
Shoulders, city.....	@
Shoulders, Western.....	17 @18
Butts, boneless, Western.....	23 @24
Butts, regular, fresh city.....	@
Butts, boneless, Western.....	23 @24
Fresh hams, city.....	@
Fresh picnic hams, Western.....	16 @17
Extra lean pork trimmings.....	16 @17

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	\$100.00@110.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	80.00@ 90.00
Black hoofs, per ton.....	30.00@ 40.00
Striped hoofs, per ton.....	30.00@ 40.00
White hoofs, per ton.....	70.00@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	100.00@110.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	225.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	175.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	100.00@150.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L.C., trm'd.....	@37c.	a pound
Fresh steer tongues, untrimmed.....	@28c.	a pound
Calves' heads, scalded.....	@65c.	a piece
Sweetbreads, veal.....	@75c.	a pair
Sweetbreads, beef.....	@50c.	a pound
Beef kidneys.....	@18c.	a pound
Mutton kidneys.....	@ 6c.	each
Livers, beef.....	@20c.	a pound
Oxtails.....	@15c.	a pound
Hearts, beef.....	@ 5c.	a pound
Rolls, beef.....	@22 1/2 c.	a pound
Tenderloin beef, Western.....	@50c.	a pound
Lambs, fries.....	@12c.	a pair

## BUTCHER'S FAT.

Ordinary shop fat.....	@ 2
Breast fat.....	@ 4
Edible suet.....	@ 5
Inedible suet.....	@ 4
Shop bones, per cwt.....	@25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	15	18
Pepper, Sing., black.....	11	14
Pepper, red.....	36	40
Allspice.....	5	8
Cinnamon.....	13	17
Cardamom.....	7	10
Cloves.....	35	40
Ginger.....	14	17
Mace.....	48	53

## CURING MATERIALS.

	Bbls.	Dble. bags.
Refined saltpetre, granulated.....	7%	7%
Refined saltpetre, small crystals.....	8%	8%
Refined nitrate soda, C. L., gran.....	4%	4%
Refined nitrate soda, L. C. L., gran.....	4%	4%
Refined nitrate soda, C. L., crystal.....	5%	4%
Refined nitrate soda, L. C. L., crystal.....	5%	5%
Double refined nitrate of soda and saltpetre in kegs, 100 to 150 lbs. net, 1c over above prices.		

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 lbs.
Prime No. 1 veals.....	1.90	2.30	2.65	3.15	up.
Prime No. 2 veals.....	1.70	2.05	2.40	2.90	
Buttermilk No. 1.....	1.60	2.05	2.40		
Buttermilk No. 2.....	1.40	1.85	2.20		
Branded grubby.....	1.15	1.35	1.55	1.75	
No. 3.....	At value				

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 lbs. and over to dozen, lb.29	@30
Western, 48 to 54 lbs. to dozen, lb.....	@31
Western, 43 to 47 lbs. to dozen, lb.....	@30
Western, 36 to 42 lbs. to dozen, lb.....	@28
Western, 30 to 35 lbs. to dozen, lb.....	@25
Western, under 30 lbs. to dozen, lb.....	@24

### Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 lbs. and over to dozen, lb.28	@29
Western, 48 to 54 lbs. to dozen, lb.....	@30
Western, 43 to 47 lbs. to dozen, lb.....	@27
Western, 36 to 42 lbs. to dozen, lb.....	@25
Western, 30 to 35 lbs. to dozen, lb.....	@23
Western, under 30 lbs. to dozen, lb.....	@22

### Fowls—Fresh—Dry Packed—Barrels, corn fed.

Western, dry packed, 5 lbs. and over, lb.28	@29
Western, dry packed, 4 1/2 lbs. each, lb.28	@30
Western, dry packed, 3 1/2 lbs. each, lb.....	@29
Western, dry packed, 3 lbs. and under, lb.24	@26

### Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry packed, boxes.....	21 @22
Western, scalded, barrels.....	19 @20

### Geese—

Western, fatted, fancy, per lb.....	@
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### Squabs—

Prime, white, 10 lbs. to doz., doz.....	11.00@12.00
Prime, white, 9 lbs. to doz., doz.....	10.00@10.50
Prime, white, 8 lbs. to doz., doz.....	9.00@ 9.60
Prime, white, 7 lbs. to doz., doz.....	7.50@ 8.40
Prime, white, 6 to 6 1/2 lbs. to doz., doz.....	6.00@ 7.00
Culls, per dozen.....	1.50@ 2.50

## LIVE POULTRY.

Fowls, via exp., colored.....	35 @40
Chickens, via express.....	35 @40
Old roosters.....	@20
Ducks, via express.....	@40
Turkeys, via express.....	@50
Geese, via express.....	18 @20
Pigeons, per pair.....	55 @60
Guineas, per pair.....	@60

## BUTTER.

Creamery (92 score).....	37 1/2 @38
Creamery (higher scoring lots).....	38 1/2 @39
Creamery, firsts.....	36 @37
Creamery, seconds.....	31 @33 1/2
Creamery, lower grades.....	28 @30

## EGGS.

Fresh gathered, extras, per doz.....	26 @26 1/2
Fresh gathered, extra firsts.....	25 @25 1/2
Fresh gathered, firsts.....	23 1/2 @24 1/2
Fresh gathered, seconds.....	23 @23 1/2
Fresh gathered, checks, fair to choice, dry, 20	@21
Fresh gathered, dirties, No. 1.....	22 @22 1/2

## FERTILIZER MARKETS.

### BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	30.00@32.50
Bone meal, raw, per ton.....	32.50@35.00
Dried blood, high grade.....	@ 4.00
Nitrate of soda—spot.....	@ 2.85
Bone black, discard, sugar house del., New York, per ton del'd N. Y.....	nom.14.00@18.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	3.75@ 4.00
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	3.75@ 4.00
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	@ 4.00
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c per unit available phos. acid).....	@
Sulphate ammonia, for shipment, per 100 lbs., guar., 25 per cent in bags.....	2.75@ 2.85
Muriate of potash, 80-85%, per unit K <sub>2</sub> O.....	@ .70
Sulphate of potash, 90-95%, per unit K <sub>2</sub> O.....	@ 1.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of Feb. 25 to March 3, 1922:

	February	March
	25. 27. 28.	1. 2. 3.
Chicago.....	37 37 37	37 1/2 37
New York.....	36 36 1/2 37	38 38
Boston.....	36 36 1/2 37	38 38
Phila.....	36 36 37	38 38

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	February	March
	25. 27. 28.	1. 2. 3.
	35 35 1/2 35 1/2	36 36 1/2 36 1/2

### Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1921.
Chicago.....	26,087	24,720	23,578	352,963
New York.....	32,215	26,988	24,977	450,175
Boston.....	9,686	10,470	8,901	125,645
Phila.....	8,473	8,649	6,321	138,163

Total.....76,461 70,837 63,777 1,066,946 800,348

### Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Mar. 3, 1921.	Cor. day of week, 1921.
Chicago.....	1,638	168,483	7,368,292	5,661,956
New York.....	4,836	163,987	4,423,519	6,020,149
Boston.....	11	81,163	2,940,392	4,241,307
Phila.....	17,450	24,900	851,740	1,277,600
Total.....	23,935	438,533	15,573,943	17,200,972



